



# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 80

MAY 18, 1929

Number 20

Reference Dept.  
THURSDAY

If It's  
*Rohe* "Regal"

The Quality Is Unexcelled

Sausage  
H a m s  
Bacon  
and  
L a r d



ROHE & BROTHER

Established 1857

527-543 West 36th Street

New York City

Export Office: 344 Produce Exchange

# JACOB DOLD PACKING CO.

*cuts and empties 600 lbs. of meat in  
5½ minutes—with the new Model 57  
Self-Emptying "BUFFALO" Silent Cutter*

*Increases  
Yield—*

*Improves the  
quality of  
sausage!*

This  
Letter  
speaks  
for  
itself—

It will pay  
YOU to  
investigate!

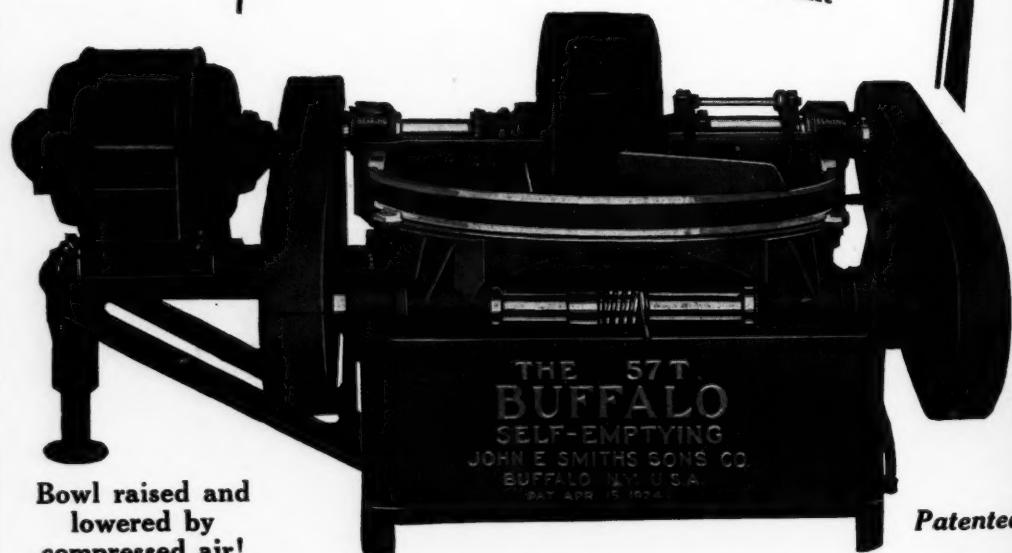
"The new 600-pound capacity "BUFFALO" self-emptying silent cutter is entirely satisfactory, and we are very pleased with the work it is doing."

"We are running 600-pound batches in this machine and finish them completely in 5½ minutes; meat is cut much finer than it was with our old machine and we get a greater yield."

"We are highly pleased in every respect."

JACOB DOLD PACKING COMPANY

G. L. Talley  
Vice President



Bowl raised and  
lowered by  
compressed air!

## JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U.S.A.

*Manufacturers of the world-famous line of "BUFFALO" Silent Cutters, Mixers,  
Grinders, Air Stuffers and the Schonland patented Casing Puller.*

BRANCHES: Chicago, Ill., U. S. A.

London, Eng.

Melbourne, Australia

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 80. No. 20

MAY 18, 1929

Chicago and New York

## Is There a Remedy for the Small Order?

**One Packer Believes Solution of  
Problem Is in Better Selling and  
In Better Grade of Merchandising**

The meat industry has been face to face for several years with an upward trend in the cost of merchandising and distributing its products.

The situation is not peculiar to this industry, however.

Rising costs of selling and distributing are disturbing other industries as well. In fact, in many lines the problem of reducing the cost of delivery to direct purchasers, and to consumers as well, is considered as overshadowing all others.

In many instances sales and distribution costs have been held in balance, so to speak, by decreasing manufacturing costs and increasing plant efficiencies. Or, putting it another way, what has been gained in the plant has been lost outside of it.

Many factors have contributed to this situation. Some are economic, but in many instances the trouble is found to be in a production capacity in excess of the needs.

This has created intense selling competition in many instances, which has led to unethical and unprofitable practices in the matters of service, terms, credits, special deliveries, price cutting, etc.

Retailers' buying habits have changed also. But in this connection there is some difference of opinion as to whether this is

the result of changed conditions, or whether it has been encouraged by manufacturers themselves in their struggles for volume.

### Evil of Scattered Orders

The meat industry, at the present time, as one phase of the broader problem of selling and distributing, is much concerned with the growing practice of retailers of scattering their orders among a number of concerns.

It has awakened suddenly to the fact that the growing cost of selling and distributing is rapidly overtaking the profit in the average order, and it is asking, "What can be done about it?"

So far the answer has not been forthcoming.

One thing seems certain: Either the industry must in some way

increase the size of the average order, or it must price its products so that they will yield a profit, taking into account the shrinking size of the order and the rising selling and distributing costs.

THE NATIONAL PROVISIONER recently asked one packer to express his views on the small-order proposition. This he has done in the following article.

He thinks, among other things, that the solution may rest in better merchandising, although he is frank to admit that he does not believe any one individual will find the answer. He does believe, however, that the sooner the industry tries to find the answer the sooner the matter will be disposed of.

### Better Merchandising of Meat

"What are my thoughts on the problem of the small order?

"I think you stated it correctly when you called it a problem. It is a problem. But there is this consolation, I believe: There is a solution to most problems, and this problem of small orders is no exception.

"And in this connection have you ever noticed that a sizable majority of the problems in the meat industry are solved by evolution?

"One concern will contribute a thought, another will carry the solu-

### Solving Small Order Problems

Are you looking for a remedy for the small order?

Here are one packer's suggestions:

1.—Analyze the situation. Learn the reasons why the retailers order in small quantities.

2.—Concentrate on the outstanding factors as revealed by this analysis.

3.—Make better products.

4.—Put a price on merchandise that is fair to the retailer and to the packing plant.

5.—Use better and more attractive wrappings and packages.

6.—Do better merchandising.

7.—Create consumer demand.

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tion a little further. And, before we know it, the matter is cleared up without anyone being able to take full credit for the accomplishment.

#### Value of Cooperation.

"That is what is going to happen in this case, I believe. I base this assumption on the fact that there are many reasons and combinations of reasons for small orders. I don't believe it is possible for anyone to say, 'If we do this or do that dealers will place larger orders.'

"The whole situation is tangled up with packers' customs and practices, and interwoven in each case with customers' preferences, buying habits and with local conditions. One packer can untangle a thread here and there, and another can carry the matter further, until eventually the end of the difficulty is in sight.

"We will always have the small order with us, to a greater or lesser degree, unless the small merchant passes out of the picture. Some of my friends with whom I have talked on this matter of small orders believe such a situation will come, and that it is only a matter of time until there will be no ordering of meats and meat products in small quantities.

"I do not foresee such a situation. The small meat dealer, delicatessen owner and grocer we will always have with us, I believe. And as long as he is in the market for the products of the meat packing plant, he will have to be served in one way or another.

#### Causes of Small Order Evil.

"Getting down to cases, what are the reasons for the growing practice of ordering in small quantities? Here are some of them as I see it:

"The dealer who does not turn over a large quantity of meat products;

"Poor merchandising and sales practices on the part of the packer;

"Off-quality meats and meat products;

"Lack of good consumer demand for the particular packer's products;

"Poor salesmen's methods;

"Unattractive methods of presenting goods to consumers;

"Unethical and bad business practices on the part of packers;

"Severe competition.

"Let us consider briefly each one of these factors, and how and why they lend their influence toward the production of small orders.

#### Better Selling Helps Packer.

"Considerable can be said about the small dealer. As long as he is with us we will have the small order to contend with. But he can be encouraged to anticipate his needs better, to use more foresight and to order less frequently but in larger quantities. If

he would cooperate with the packer in this respect the situation would be bettered materially.

"Then it might be worth while to study the '100 per cent merchandising campaign' that is being conducted by one Eastern packer. In this case the effort is being made to induce the small dealer, and the larger ones as well, to stock exclusively, or very largely, the products of the particular plant. This campaign is bringing this packer worth-while results, I am told.

"But behind this packer's efforts along this line is a merchandising and advertising campaign direct to the consumer. In this the aim is to create demand to the point where the housewife will ask for the packer's products by brand or trade-marked name.

"We cannot expect the dealer to



stock our goods 100 per cent until we have created a demand for them. I will have something to say about this later on.

"Better selling and merchandising on the part of the packer when dealing with retailers would not cure the evil, but it would help. I think all of us have come to accept the policy that if we get a proportional share of a retailer's business we should be satisfied.

#### Salesman Holds Key to Problem.

"This attitude is wrong. If a packer can serve a retailer better than some other packers, he deserves a proportional volume of business from that retailer. I think we should strive to get a greater volume of business from each retailer and to sell each one a greater variety of products.

"This thought should be drummed into the minds of the salesmen and kept there through constant repetition. If a dealer will not buy our products, the chances are that he is guided by

(Continued on page 49.)

#### GENERAL SEAFOODS CO. SOLD.

The Postum Co., Inc., and Goldman Sachs Trading Corp., it is reported, have completed negotiations for the purchase of all patent rights of the Birdseye quick freezing process.

The proposed acquisition also includes the business and good-will of the General Seafoods Corp., Gloucester, Mass., which has been using the Birdseye process for about two years for the quick freezing of fish.

The assets thus acquired will be held by Frosted Foods, Inc., about to be organized. The Postum Co., it is said, will own a majority interest in Frosted Foods and will direct its operations.

The principal plant of the General Seafoods Corp. is located in Gloucester, Mass. A description of the Birdseye quick freezing process was published in the September 8, 1928, issue of THE NATIONAL PROVISIONER. The process has attracted considerable interest in the meat packing industry because of its possible application to the quick freezing of meat, and the possible consequent merchandising of frozen fresh cuts in wrappings and packages.

#### PLAN NEW MILWAUKEE YARDS.

The 65-year old Milwaukee, Wis. stockyards, adjoining the Twenty-seventh st. viaduct, where the meat packing industry of that city was begun, are to be dismantled to make way for a \$600,000 receiving market at Muskego ave. and Canal st. The new yards, which will cover an area of 11½ acres, will bring the market closer to the packing plants. Present daily capacity of the Milwaukee yards will be about 15,000 hogs, 2,500 cattle, 2,500 sheep and 10,000 calves.

It was at the old Milwaukee stockyards that the Cudahy brothers, John Plankinton and P. D. Armour made their start, later to found packing corporations which have since made Chicago the meat center of the world.

#### ADVERTISING MEN ELECT.

The International Advertisers Association, which has been in session in Chicago during the past week, elected the following officers for the coming year: C. C. Younggreen, Milwaukee, Wis., re-elected president; Harry Swartz, of New York, treasurer; and W. Frank McClure, Chicago, secretary. The following were elected to the board of governors: S. R. McKelvie, publisher of the Nebraska Farmer, Omaha, Neb.; O. C. Harn, Chicago, manager of the Audit Bureau of Circulations; J. R. Bragdon, New York, publisher of The Textile World; and Don Francisco of Los Angeles, Calif., vice-president of Lord, Thomas & Logan.

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# Working Together to Find New and Best Methods

## *Value of Cooperative Research in Industry Shown in Scientific Work Carried on by Packers' Institute*

Cooperative research is economical research.

If every interested packer were to carry on independently all of the valuable types of scientific research which the Institute of American Meat Packers has conducted, the cost for the industry as a whole would be immense — probably prohibitive.

The important research on curing methods which is being carried on at the present time by three of the Institute's departmental directors clearly illustrates this point.

### Need Better Curing Methods.

These men have set out to determine methods of reducing radically the time required for curing meats. The present curing methods, which probably require up to sixty days or more, handicap the packer in several ways, especially in the seasons when current production is needed promptly to satisfy the demand.

If the time required for curing can be reduced considerably, the packer's production will be so much the more flexible, and definite savings will be made possible.

Although the study has just gotten under way, genuine progress has been made. Experiments conducted so far indicate that it will be possible to

shorten the time of curing substantially in general commercial practice.

### Packers Help in the Work.

Several companies are cooperating actively in the experimental work being conducted by members of the Institute staff. It is impossible to tell at the present time just how much time the

makes possible, for packers with sufficient size and staff, closer control of the curing process, but also reduces somewhat the cost.

This study and many of the others discussed hereafter were conducted principally in the Research Laboratory of the Institute of American Meat Packers, founded by Thomas E. Wilson at the University of Chicago.

In the general study of curing many important observations have been made, some of them valuable chiefly because they give individual companies a means of checking their own practice and their own experience. Others are valuable because they cover phases of curing on which exact information theretofore was not available to the industry in general.

The most favorable ratios of pickle to meat with respect to the rate of conversion of nitrate to nitrite have been determined.

### Other Research Work Done.

Effects of temperature on color fixation have been observed.

The cause of so-called "under-cured" spots in meats has been studied, and some tentative conclusions have been reached.

Factors affecting salt penetration, color fixation and flavor have been analyzed.

It has been determined definitely that  
(Continued on page 51.)



C. R. MOULTON.

study may require. If every company were to duplicate the efforts of the Institute, the aggregate cost would be more than two hundred times as great.

The economy and effectiveness of the Institute's research program are further increased by the willingness of member companies to contribute from their own experience.

W. Lee Lewis, director of the Institute's Department of Scientific Research, is devoting a considerable part of his time to this project. C. R. Moulton, director of the Department of Nutrition, and H. D. Tefft, director of the Department of Packinghouse Practice and Research, are giving precedence to it whenever possible.

### Results of Curing Studies.

One of the first of the Institute's major research projects was the study of the use of sodium nitrite in curing. The outcome of this study, and of similar and earlier work by other research agencies, was the authorization by the U. S. Bureau of Animal Industry of the commercial use of this agent.

The use of sodium nitrite not only



DR. W. LEE LEWIS.



H. D. TEFFT.

May 18, 1929.

May 18,

## Institute Reports Provisions on May 11

Provision stocks as of May 11, 1929, have been reported to the Institute of American Meat Packers by 85 packing companies, representing approximately 75 per cent of the volume of the industry. The figures include the stocks of 20 of the 25 largest companies.

The Institute makes the following comment on this report.

Since some of the companies reporting at this time did not report two weeks ago, and some of those which reported two weeks ago failed to send in their figures on time for this report, it has been necessary to revise slightly the totals shown as of April 27 in order that the comparisons may be made on an accurate basis.

### Stocks of Pork Products.

Stocks of all pork products, including lard, on May 11 were 1.3 per cent less than two weeks before, and 2.1 per cent less than a year ago.

Stocks of all pork cured and in cure and frozen for cure, but exclusive of lard, on May 11 were 0.8 per cent less than two weeks before, and 4.7 per cent less than a year ago.

The change in all stocks during the past two weeks has been slight. Dry salt meats showed a decline of about one-half of one per cent; sweet pickled meats a decline of 1.3 per cent; stocks of lard declined 4.5 per cent, and stocks of meat frozen-for-cure remained about the same as two weeks ago.

A comparison of present stocks with those of a year ago at this time shows about the same relationships as at the end of April. Total dry salt stocks are 10.3 per cent above a year ago; sweet pickle stocks are 6.3 per cent below a year ago; frozen-for-cure stocks are 11.4 per cent below a year ago, and lard stocks are 16.9 per cent above a year ago.

D. S. Meats.—Stocks of dry salt meats continue to be exceptionally heavy for this time of year. There has been little change during the past two weeks, fat backs declining 3.0 per cent and bellies declining fractionally. As compared with a year ago, stocks of dry salt bellies are 2.2 per cent higher and fat backs 25.4 per cent higher. Stocks of other dry salt cuts are also materially higher than a year ago, their position being more unfavorable now than at April 27.

S. P. and Dry Cured Meats.—The situation with regard to S. P. meats is similar to that noted two weeks ago. Stocks of regular hams declined 3.0 per cent during the two weeks, and are now 25.5 per cent less than a year ago. Stocks of skinned hams show little change and are slightly heavier than a

year ago. Stocks of picnics show a reduction of 4.8 per cent during the two weeks since April 27, but still stand at a considerably higher figure than a year ago. Stocks of bellies increased slightly and are 11.1 per cent above a year ago.

**Green Meats Frozen for Cure.**—The changes in the freezer stocks have been more marked than in other items. Quantities of hams and picnics are relatively small in comparison with the total of all pork products and the changes therefore, show as substantial percentages even when the absolute change is comparatively small.

Freezer stocks of both regular and skinned hams increased during the past two weeks, but are still considerably below stocks of a year ago. Stocks of picnics also increased slightly and show a very substantial increase over a year ago, 63.4 per cent. Stocks of frozen bellies, on the other hand, declined slightly during the two weeks, and are 16.4 per cent below those of a year ago.

**Pickled and Frozen Meats Combined.**—The total potential stock of pickled and dry cured meats is indicated fairly well by a combination of the meats in cure and those frozen for cure. If this combination is made, stocks of regular hams are shown as 26.0 per cent below those of a year ago; stocks of skinned hams about the same; stocks of picnics 25.0 per cent above a year ago, and stocks of bellies 9.0 per cent below a year ago. Total S. P. and frozen stocks combined are 8.1 per cent below those of a year ago.

**Lard.**—The figures on lard are slightly more encouraging than those given at the end of April. A decline of 4.5 per cent during the last two weeks is indicated by the reports to the Institute and, while stocks are still much above those of last year, the excess is not so great as at April 27. It should be noted, however, that the amount of lard reported to the Institute may not be wholly representative, owing to the fact that lard stocks of non-packers, in public cold storage warehouses, are not included in our figures.

**Livestock Slaughter.**—During the past two weeks, 827,000 hogs were slaughtered at the nine principal markets, as compared with 814,000 hogs at the same points in the corresponding period of 1928. If the slaughter at these points bears its normal relationship to the total federally inspected slaughter, the latter may be estimated as having amounted to 1,670,000 hogs during these two weeks during 1929,

(Continued on page 53.)

### COOPERATIVE MARKETS GROW.

Cooperative activities on terminal livestock markets were much greater in 1928 than ever before, according to the U. S. Department of Agriculture. Twenty-six cooperative sales agencies on 20 markets received from local shipping associations and individual shippers approximately 12,000,000 animals, which were sold for about \$275,000,000.

In addition to the animals sold, these cooperative enterprises purchased nearly 350,000 animals for farmers wanting stockers or feeders. These animals had a market value of nearly \$8,000,000.

Twelve of the cooperative agencies are affiliated with the National Live Stock Producers' Association, nine are creations of the Farmers' Educational and Cooperative Union, and five are independent enterprises. There are three cooperative agencies operating on the South St. Paul, Minn., market. Two associations are operating at each of the following markets: Chicago, East St. Louis, Kansas City, and Sioux City; and one association each at Buffalo, Cincinnati, Cleveland, Denver, Detroit, Evansville, Ind., Fort Worth, Indianapolis, Milwaukee, Omaha, Peoria, Ill., Pittsburgh, St. Joseph, Mo., Springfield, Mo., and Wichita, Kas.

### ISSUES FOOD TARIFF REPORT.

A report on "The Tariff on Foods" has been issued by the American Institute of Food Distribution, New York City. The report is designed, according to announcement made by Gordon C. Corbaley, president of the Food Institute, "for the benefit of food distributors and all other allied food interests who have been trying to solve the food tariff problem at their round table discussions since last January, when the Ways and Means Committee of Congress first opened its doors for these hearings."

In preparation of the data the wide variety of opinions presented at Washington by the many groups in the food industry have been sifted out of the bulky tariff reports and condensed. This work, resulting in a brief but comprehensive and comparative study, was done under the direction of Merrill Sickles, the Food Institute's representative at Washington.

In the report all food products are listed alphabetically, and each commodity shows the present rate of tariff and the rates proposed by the principal groups which appeared before the Committee in Washington, with explanatory notes as to the reasons for the requests made. Copies can be secured by writing the Food Institute at 369 Lexington ave., New York City.

President  
ville, Tenn.

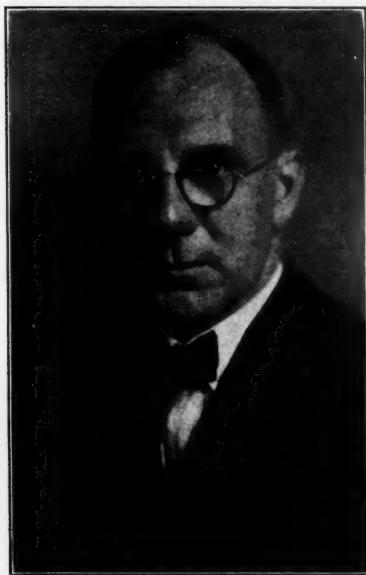
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President  
Brothers C



**HENRY NEUHOFF.**  
President, Neuhoff Packing Co., Nashville, Tenn.



**NORTH STORMS.**



**JOHN W. RATH.**  
President, Rath Packing Co., Waterloo, Ia.

## Packers Ready to Tackle Their Trade Practices

**Will Have Assistance of Men Who Have  
Aided Other Industries in Checking  
Wasteful Methods of Doing Business**

When the Commission on Elimination of Waste of the Institute of American Meat Packers meets on May 24 in connection with the industry's proposed trade practice conference, several speakers of national prominence will be present to lend their efforts in eliminating wasteful and uneconomic

practices in the meat packing industry. One of these men is North Storms, secretary of the National Glass Distributors' Association, which recently participated in a trade practice conference of its own.

Another outstanding speaker who will, as noted in THE NATIONAL PROVISIONER of May 4, discuss the trade practice procedure and accomplishments at this session is Dr. Hugh P. Baker, manager of the Trade Association Department of the Chamber of Commerce of the United States.

The meeting, which has been called by F. Edson White, chairman of the Commission on Elimination of Waste, has for its purpose the presentation and discussion of resolutions to be brought before the proposed trade practice conference of the packing industry.

The Commission will meet at the Institute's Chicago offices, beginning at 10:00 a. m. on May 24, and resolutions adopted at the recent meeting of the Committee

on Distribution Problems will be presented. The meeting will be open to representatives of all member companies.

Some of the members of the Commission on Elimination of Waste are pictured here.



**M. F. CUDAHY.**  
President and general manager, Cudahy Brothers Co., Cudahy, Wis.



**G. C. SHEPARD.**  
Vice-president, Cudahy Packing Co., Chicago.

### Legal Pointers

Legal information on matters affecting your daily business.

#### THE VERBAL EVIDENCE RULE.

If a meat retailer gives a note or other negotiable instrument to a jobber, payable in three months, and the jobber sues, the retailer cannot prove that at the time the note was given there was a verbal agreement that it was to run for four months. This is a simple statement of the familiar legal ruling that a formal written document cannot be varied by verbal evidence.

Suppose, however, the retailer agrees to sell his store to B, and B demands security that the deed will be delivered.

"I'll give you my note for \$1,000 that you can hold until the deed is delivered," the retailer suggests and B accepts the note. Later the retailer delivers a deed of the land according to agreement, and then B sues him on the note.

"The note was given as collateral security that I would deliver the deed. The deed was delivered, and that cancels the note," the retailer contends.

"That's varying a written document by verbal evidence contrary to the rule," B objects, but in cases like this the law is against him.

"Verbal evidence is admissible to show that the delivery of the document was subject to a condition that upon certain events the contract should not be binding," says the Iowa Supreme Court in laying down the rule, and there are Colorado, Connecticut, Illinois, Maine, Massachusetts, Minnesota, New York, Tennessee, Virginia and Wisconsin rulings to the same effect.

#### HORMEL EARNINGS ARE HIGH.

A net income of \$670,243 for the second quarter of the fiscal year is reported by George A. Hormel & Co., Austin, Minn. This net available to common stock compares with \$793,758 for the quarter ended January 26, 1929, and \$227,715 in the second quarter of the previous fiscal year.

Earnings on common stock for the first half of the present fiscal year are equal to \$3.37 a share compared with \$2.79 a share on the common stock for the entire fiscal year ended October 27, 1928.

The high earning record of the company is attributed to its specialization in pork products, particularly canned meats. Two years ago the canning department was started and has grown into what is reputed to be one of the largest meat canning establishments in the United States.

#### GODCHAUX PLANS EXCHANGE.

A plan of exchange of the outstanding shares of Godchaux Sugars, Inc., calls for the issuance of one new share of 7 per cent preferred stock, cumulative after July 1, 1929, and one-half share each of Class A stock and Class B stock for each share of existing first

preferred stock with accrued dividends of \$40.25 a share to July 1. Warrants to purchase a unit of one-half share each of Class A and Class B stock for \$50 previous to July 1, 1932, accompany the preferred stock. The plan will be voted on by the stockholders on May 28.

#### STRAUSS STOCKS LISTED.

The \$1,000,000 six per cent sinking fund convertible bonds, due on November 1, 1938, and the 110,000 shares of common stock no par value of Nathan Strauss, Inc., were admitted to formal listing on the New York Curb Market as of May 9, 1929.

#### LIBBY DECLARATES DIVIDEND.

At a meeting of the board of directors of Libby, McNeill & Libby, held May 15, 1929, a dividend of \$3.50 a share (3 1/2 per cent) was declared, to be paid out of earnings, on outstanding preferred stock of the company, payable July 1, 1929, to preferred shareholders of record at the close of business, Friday, June 14, 1929.

#### SAFEWAY EARNINGS INCREASE.

Safeway Stores earned \$2.09 a common share in the quarter ended with March, 1929, on 592,660 average number of shares outstanding. During the similar quarter of 1928, earnings were \$1.74 a share on 341,875 shares outstanding.

#### PACKER STOCK QUOTATIONS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on May 15, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on May 8, or nearest previous day, were as follows:

	Sales. Wk. ended May 15.	High. May 15.—	Low. May 15.—	Close. May 8.
Allied Pack...	3,100	.875	.50	.75
Amal. Leath...	200	15%	6%	8%
Do Pfd...	180	60%	60%	60%
Am. H. & L...	200	7 1/2	7 1/2	8 1/2
Do Pfd...	2,150	34 1/2	37	37 1/2
Arizona A...	50,100	13 1/2	12 1/2	12 1/2
Do Pfd...	53,900	6 1/2	6 1/2	6 1/2
Barnett Leath...	1,400	75	73 1/2	73 1/2
Do Del. Pfd...	1,500	90	89 1/2	90
Beechmont Pack...	3,800	80%	70 1/2	80 1/2
Chick. C. Oil...	800	42 1/2	42 1/2	42 1/2
Cudahy Pack...	4,600	52%	52 1/2	52 1/2
First N. Strs...	20,400	70 1/2	68	69
Gobel Co...	12,800	48	47 1/2	47 1/2
Gt. A. & P. Pfd...	2,000	110%	110%	110%
Hormel, G. A...	51	50	51	53
Hygrade....	100	36 1/2	36 1/2	36 1/2
Kroger.....	33,600	85%	86%	86%
Libby McNeil...	7,300	12 1/2	12 1/2	13 1/2
Mayer, Oscar...	200	14 1/2	13 1/2	13 1/2
Do 1st Pfd...	50	107	105	105
Do 2nd Pfd...	50	105 1/2	106 1/2	106 1/2
Miller & H. Pfd...	400	47 1/2	47 1/2	47 1/2
Morrill, John...	10,700	80	77	78
Nat. Leath...	600	3	3	3
Nat. Tea, new...	6,500	77	75 1/2	76 1/2
Safeway.....	14,400	165	163 1/2	167 1/2
Do 6% Pfd...	...	95 1/2	95	95
Do 7% Pfd...	150	104 1/2	104 1/2	105
Swift & Co...	1,000	129 1/2	129 1/2	130 1/2
Do Int. ....	3,350	82	82	82 1/2
Truax Pork...	40	45	45	46 1/2
U. S. Leath...	3,000	20%	20%	20%
Do A.....	2,100	42 1/2	41	41 1/2
Do Pr. Pfd...	700	91	91	92 1/2
Wesson Oil...	1,900	41	41	42
*Wesson Oil Pd...	2,900	67 1/2	66 1/2	67 1/2
Wilson & Co...	800	8 1/2	8 1/2	8 1/2
Do A.....	3,000	17 1/2	17 1/2	18 1/2
Do Pfd...	600	60%	60%	60%

\*Ex. dividend.

### Chain Meat Stores

News and Views in This New Field of Meat Distribution.

#### CHAIN STORE INCREASE.

Sales of a number of the larger grocery and meat chains show large increases during April, 1929, over those of the same month last year. These gains range all the way from 8.24 per cent in the case of the Grand Union Tea Co. to 106.4 per cent for Safeway Stores, Inc. Part of the gains in sales are attributable to the new stores acquired during the year.

In the first four months of 1929, sales of Safeway Stores, Inc., totaled \$58,728,787 compared with \$30,121,350 in the same period of 1928. In the same period the sales of the Jewel Tea Co., Inc., totaled \$5,056,175, compared with \$4,655,124 in the first four months of last year, while National Tea Co. sales amounted to \$29,938,331, an increase of \$2,529,552 over those of January-April, 1928.

Sales of the Kroger Grocery & Baking Co. for the 18 weeks ending May 4, 1929, totaled \$96,647,701 compared with \$63,373,504 in the same time last year. The H. C. Bohack Co. showed a gain of \$795,289 in sales during the first four months of 1929, totaling \$6,946,807.

#### CHAIN STORE NOTES.

The Marketeria, a type of grocery store somewhat akin to the Piggy Wiggly wait-on-yourself idea, is to be opened in Philadelphia, Pa., by the American Stores Co.

Twenty-four Alpha Beta Stores in Santa Ana, Calif., which have heretofore been mostly individually owned, are to be consolidated by the Gerrard Brothers into a unified chain with a capitalization of \$1,000,000.

The Bohack Realty Corp. has purchased two corners in Amityville, Suffolk County, L. I., for improvement with two five-store taxpayer units. The sites are diagonally opposite, at the northeast and southwest corners of Merrick Road and Broadway, at Bennett Place. A chain grocery store of the H. C. Bohack Co., Inc., is to occupy the principal store at the southwest corner.

Clarence Saunders Stores, Inc., report net profits from Nov. 5, 1928, to March 31, 1929, of \$173,809 after depreciation. Sales in March were at the annual rate of \$16,000,000. The chain was organized in November last year, with 51 stores in the South, and now includes 139 units. Plans are under way for adding 21 new stores.

The 15 combined meat and grocery stores of the Piggy Wiggly Co. in Montreal, Canada, have been acquired by Consolidated Food Products, Ltd., which also controls Arnold Bros., Ltd., and Pure Food Stores, Ltd. of Montreal. Sales of the 15 stores just acquired total about \$1,000,000 per year.

Watch the "Wanted" page for gains.

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# THE NATIONAL PROVISIONER

Chicago and New York

**Member**

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Associated Business Papers, Inc.

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AMERICAN MEAT PACKERS

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## Simplifying Product Sizes

Manufacturers in many industries have been able to make worth-while savings by simplifying their lines of merchandise.

This simplification has not been so much in eliminating items as it has been in reducing the number of sizes to fit changing buying habits and consumer demand.

When a few sizes of products are substituted for many, savings are made from the time the raw material is received until the products have been bought and paid for—in manufacturing, selling, distributing and account keeping.

There are possibilities for similar savings in many meat packing plants. This applies particularly to manufactured products.

One sausage manufacturer, some time ago, eliminated from his sales list six sizes of frankfurts. He is now making three or four sizes, where he formerly made nine or ten.

Production in his sausage department has been increased, selling and distributing expenses are less, and office routine has been simplified.

He is finding more and more that housewives are buying frankfurts by number rather than by size or weight, and he is investigating to learn if it might not be good business to reduce the sizes to two or three.

He has similar designs on his pork sausage, some "ready-to-serve" specialties and sliced bacon. A multitude of sizes of products and sizes and styles of packages, he has learned, are costing him money that might otherwise be credited on the profit side of the ledger.

What can be accomplished in the meat plant along this line is largely a problem for the individual plant to solve. There is no excuse for a number of sizes when the same production can be sold in one or two. And it has been found in most instances that customers who have been in the habit of buying certain sizes can be switched to others without any great trouble.

Profits should be the determining factor in each case. Nothing is gained if a type or size of meat product is manufactured in small quantities and

sold at a price less than the cost of manufacturing and distributing. It would be better not to have the business.

## Coordinating Sales Efforts

That personal sales effort is still the most important factor to round out advertising and merchandising endeavors is the conclusion arrived at by one meat packer in the Central West.

This packer, some time ago, made a rather lengthy study of his sales territory and consumer buying habits.

Among other interesting things, he learned that housewives bought regularly by brand or trade-marked name only three meat products—hams, bacon and pork sausage.

He was not packaging his pork sausage at that time, but started to do so shortly after his investigation had been completed. The quality of his product was first class. It was packaged attractively and advertised extensively, but results were not as satisfactory as had been anticipated, taking into consideration the money spent.

Another investigation brought out that the weak link in the merchandising chain was the truck-driving salesmen. The effect of good advertising, quality merchandise and attractive packaging was being nullified by an inadequate program of salesmanship, through truck salesmen who were drivers primarily and who lacked both capacity and inclination to push the product.

The merchandising program was out of adjustment because advertising was not matched by appropriate sales efforts.

Proper merchandising efforts will bring results. Many a packer is not getting the returns he should for the time, effort and money he is spending to sell his products. In such cases investigation generally will disclose one or more details of the plan out of step with the others.

The ability to coordinate all sales efforts and aids, and to weld the sales organization into a well-trained, smoothly-functioning unit is one of the necessary qualifications of the meat plant executive responsible for the profitable disposition of production.

# Practical Points for the Trade

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## Making Firm Bacon

A packer complains of lack of firmness in his dry cured bacon and asks how to overcome this trouble. He writes as follows regarding his method of handling:

Editor The National Provisioner:

We are having trouble with our bacon being too soft for the trade, and would like to know what you think is wrong.

This is the way we handle it:

For our curing mixture we use 6 lbs. saltpeper to 40 lbs. of sugar and 100 lbs. of salt. For all bacon under 12 lbs. we use 3 lbs. of this mixture to 100 lbs. of green meat; 12/16 avs. we use 3½ lbs. and for 16/20 avs. we use 4½ lbs. This is all dry cure bacon packed in boxes and cured 21 days. The curing temperature is 47 to 48 degs.

We soak our bacon in lukewarm water for about two hours, then wash it in good hot water, then hang it in the smokehouse. We usually smoke about 20 hours and the smokehouse temperature is between 90 and 100 degs. For heat in the smokehouse we use a steam coil and hickory wood.

After our bacon comes out of the smokehouse, it goes into a cooler which is inadequate and is insulated with 4 in. of cork and has brine spray tubes for refrigeration. However, we are not using the refrigeration now as it makes the room too damp. The temperature of this room is between 60 and 65 degs., and the room still seems to be full of moisture. The bacon can come out of the smokehouse fairly solid and in good shape, and after hanging in this room for 48 hours it becomes soft, even the rind on the back softening up to some extent.

The lack of firmness in the dry cure bacon of which this packer complains may be due to any one of several causes. The quantity of curing materials used is barely sufficient, the curing is done at temperatures too high for safety, the meat is soaked too long in warm water and, lastly, it would be better to hang the smoked meat in natural temperatures than in the moist, warm cooler he has been using.

Salt helps to make meat firm and it would seem that not enough is used in this formula. The curing is done in a high temperature, which has a tendency to soften the meat. Soaking it for such a long time in warm water is not a good practice.

It is advised that the curing be done at a temperature of 36 to 38 degs. The light bellies will cure in 21 days. The heavy bellies will require 30 to 35 days, depending on the average. At these temperatures there is much less danger of spoilage and the bellies will be more solid.

The proportion of curing materials used by this inquirer seems insufficient. It is suggested that he make a mixture of

17 lbs. salt,  
7½ lbs. sugar, and  
14 oz. saltpeper,

and use 4 lbs. to 100 lbs. of bellies for the lighter averages and proportionately more for the heavier.

When the bellies are taken out of the cure, soak for a half hour in cold water. Then wash the meat in hot water at 100 to 120 degs. F., but do not let the bellies lie in water of this temperature. A little soda may be added to this wash water if desired.

### Smokehouse Procedure.

The bellies are then put in the smokehouse and the temperature run up to 115 degs. to dry off the bacon but not to smoke. After the meat is dry, add sawdust and smoke until the desired color is secured. There should be no smoke in the smokehouse while the meat is drying.

When the bacon is taken out of the smokehouse it should be hung where it will cool and dry. The cooler where this inquirer has been hanging his bacon is damp and has no circulation. He must have some circulation and the cooler should be dry and be held at a temperature of 45 to 50 degs. If such a cooler is not available it is better to hang the bacon in natural temperatures, but not in a draft.

## Handling Casings

Do you know how to handle hog and sheep casings?

It means profit to you if you do and LOSS to you if you don't.

Complete directions for handling hog, sheep and beef casings, all the way from the killing floor to the storage room, have been prepared by THE NATIONAL PROVISIONER. They are invaluable to the packer who wants to handle his casings in the right way.

These may be had by subscribers, by sending in the attached coupon, together with a 2c stamp for each.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me directions for handling hog and sheep casings.

(Cross out one not wanted.)

Name .....

Street .....

City .....

Enclosed find 2 cent stamp.

## High Grade Minced Ham

Minced ham is a popular ready-to-serve meat and, if made of good quality, is a good item for repeat business. An Eastern provision dealer wants to add this to his line. He says:

Editor The National Provisioner:

We are just commencing to make minced ham, but so far have not been able to turn out a satisfactory product. Would you please send us a good formula and the methods and operations in detail? We have a good smokehouse, silent cutter, chopper and gas-heated cooking kettles.

A very nice minced ham may be made of all pork, consisting of the following meat and seasoning formula:

Meats:

80 lbs. lean pork trimmings
20 lbs. pork cheeks

100 lbs.

Seasoning:

4 oz. white pepper
2½ lbs. salt
2 oz. cardamom seed (ground)
3 oz. saltpeper
6 oz. sugar

Grind the pork cheeks through the 7/64-in. plate of the grinder and the pork trimmings through the ¼-in. plate. Put in the mixer and add the seasoning and a quart of weak ham pickle.

Stuff in medium size beef bladders. Skewer to relieve air pockets and tie tightly from end to end and around the center.

When the meat is used fresh (not cured), place on shelves 2 days to cure. Then stuff and hold in the cooler at 36 to 38 degs. F. overnight before smoking. This will fully cure the meat and produce a nice red color.

Smoke 3 hours, starting at 110 degs. F. and gradually raise to 135 degs. F. Cook 3½ to 4½ hours until done at 155 degs., according to size.

After taking out of the cooking vat the product is to be sprayed or chilled in cold water for about 3 minutes. Then allow to hang in natural temperatures for from 2 to 3 hours to partially chill. Then put in a cooler at from 45 to 50 degs. to chill fully before packing.

Another formula is to cure all the meat before grinding by using strictly fresh lean pork trimmings and 2½ lbs. salt, 6 oz. sugar, 3 oz. saltpeper and a little weak ham pickle.

Tamp tightly in barrels or in a tierce and hold at 36 to 38 degs. F. for not to exceed 8 to 10 days.

After the meat is ground, place in the mixer and add the seasoning, then stuff and hang in the cooler overnight.

Smoke and cook as above directed.

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## Cooked Salami

How is cooked salami made? A sausage maker, who wants to make a salami that will move out quickly, says:

Editor The National Provisioner:

We want to make a cooked Italian salami and would like formula and directions for this product. We make the dry sausage but we also want to make something that we can turn over quickly.

Italian salami is a dry sausage, but there is a cooked salami that may be made according to the following formula:

50 lbs. lean boneless chuck ground through  $\frac{1}{4}$ -in. plate  
50 lbs. extra lean pork trimmings ground through  $\frac{1}{2}$ -in. plate

50 lbs. regular pork trimmings ground through  $\frac{1}{2}$ -in. plate.

Lean pork cheeks may be substituted for the extra lean trimmings, if desired.

Put all the meats in the mixer, adding the following seasoning:

5 lbs. salt  
9 oz. sugar  
3 oz. saltpepper  
10 oz. cracked black pepper  
1 oz. ground cardamom.

One ounce of powdered garlic may be used if desired.

Mix 3 minutes. No water is added. Spread on boards in the cooler at 38 degs. F., not over 8 in. deep, for 48 hours.

Stuff in beef bungs and wrap with twine.

Hold in the cooler at 38 degs. F. for 24 hours. Cook in the smokehouse, just heat, no sawdust being used.

A gas-fired smokehouse is just the thing for this sausage. Otherwise a steam house is used. Start the house at 100 degs. F. and gradually raise the temperature to 150 degs. F. within 20 hours or longer until the sausage has a temperature of 138 degs. F. inside.

Then remove from the smokehouse, shower with hot water and hang in dry room until cool. It is then ready for the market.

## Hog Casing Grades

A hog slaughterer asks the grading of some of the hog casings on which prices quoted in THE NATIONAL PROVISIONER are based. He says:

Editor The National Provisioner:

With reference to the Chicago market prices in your magazine, we notice you quote the following grades of hog casings—narrow, narrow special, regular medium, wide, extra wide. We would like to know what gradings constitute these sizes, that is, calculated in millimeters.

It is difficult to give exact diameter measurements of the different grades,

owing to variations in grading in different houses. Because of this variation there is frequently considerable range in quotations and differences of opinion as to the actual market on a given grade.

In general, the following diameter measurements may be said to apply to the grades specified:

Narrow hog casings, 29 mm. and down.

Medium hog casings, 29 to 34 mm.

Wides, 34 to 43 mm.

Extra wides, 43 mm. and up.

The so-called "regular" mediums are the true mediums. The grading known as "narrow special," commonly quoted by some houses, is more of a local proposition and constitutes a specialty within a given grade. The houses grading for the "narrow special" apply their own diameter measurements, which do not necessarily apply elsewhere.

## Warped Souse Boards

A small packer wants to know how boards on top of souse pans can be kept from warping. He says:

Editor The National Provisioner:

We are having trouble with the boards on top of our souse pans warping. Can you tell us how to remedy this condition?

If quarter-inch boards are used and they are put on the souse dry, they will soon get wet on one side and, being dry on the other, will warp. If they are soaked in water before they are put on the pans, it is believed no such trouble will be experienced.

*Do you use this page to get your questions answered?*

## Fancy Dry-Cure Bacon

An Eastern packinghouse superintendent got especially good results with the formula for making fancy dry cure bacon which he secured from THE NATIONAL PROVISIONER. This is what he says about it:

"Some 90 days ago I wrote you for a cure you could recommend for a fancy dry cure bacon. We have already given it a thorough trial and the cure has far more than exceeded our expectations in all ways."

This formula is available to subscribers. Send a 2c stamp with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## Brands & Trade Marks

In this column from week to week will be published trade-marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

### TRADE MARK APPLICATIONS.

"Cristallo" A.-G., Thusis, Switzerland. For margarine, cooking fats and oils, etc. Trade mark: EVIUNIS. Claims use since April, 1928. Application serial Nos. 263,591, 271,295.

The E. J. Evans Co., Van Wert, O. For dried beef, canned meats, etc. Trade

# E-JAY

mark: E-JAY. Claims use since Oct. 15, 1926. Application serial No. 265,958.

Scott-Mayer Commission Co., Little Rock, Ark. For canned meats: pork brains, potted meat, veal loaf, corned beef, roast beef, sliced beef, hamburger steak, tripe, Vienna sausage; mayonnaise, etc. Trade mark: HOME PLATE. Claims use since Nov. 8, 1916. Application serial No. 276,097.

Arnold Bros., Inc., doing business as Adams, Inc., Chicago, Ill. For electrical food heaters. Trade mark:



WIENIE MINT. Claims use since Nov., 1927. Application serial No. 273,129.

Consolidated Rendering Co., doing business as Atlantic Packing Co., Boston, Mass. For lard, oleo oils, gelatine, stearine of edible fats for shortening; and cooked meats and cooked bone, whole or ground, for poultry and stock food. Trade mark: CORENCO. Claims use since about July, 1920. Application serial No. 268,080.

Swift & Company, Chicago, Ill. For ham and bacon. Trade mark: CORAL.

# CORAL

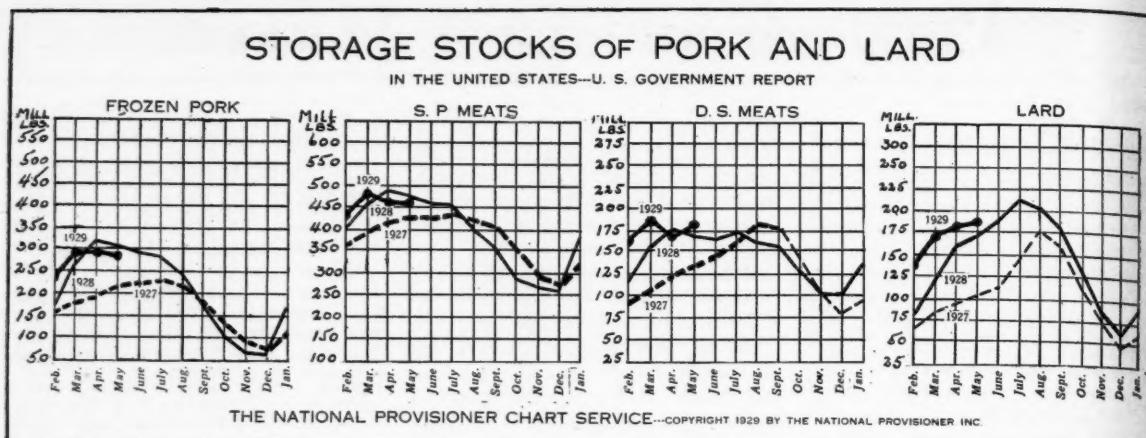
Claims use since Aug. 18, 1928, on bacon; Dec. 24, 1928, on ham. Application serial No. 279,429.

### LABELS.

Associated Meat Co. of California, Los Angeles, Calif. For sausage. Label: AMCO. Published Dec. 15, 1928. Registry No. 35,557.

International Products Corp., New York, N. Y. For corned beef. Label: I. P. C. REAL BRAND. Published Dec. 22, 1928. Registration No. 35,348.

May 18, 1929.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of stocks of fresh and cured pork and lard on hand in the United States on May 1, 1929, compared with those of the two years previous.

Frozen pork stocks declined about three and one-half million pounds during April. They are practically 21,000,000 lbs. below those of a year ago but approximately 75,000,000 lbs. above the five-year average on May 1. During the month just ended pork sent to the freezer amounted to 55,229,000 lbs., compared with 57,468,000 last April, when hog runs were considerably smaller than in April this year. This may indicate that consumption of fresh pork was generally good throughout the month.

Stocks of pickled meats declined slightly during the month and are about 30,000,000 lbs. less than those of last year, although approximately 5,000,000 lbs. over the five-year average on May 1. Pork sent to pickle cure during the month amounted to 165,965,000 lbs., an increase of approximately 15,500,000 lbs. over last April.

The stocks of dry salt meats are heavy. They showed an increase during the month, are 29,000,000 lbs. over the five-year average of May 1 and are 7,000,000 lbs. heavier than the rather large stocks of a year ago. Considerable numbers of heavy hogs have appeared in the runs at the principal markets and a larger than average production of dry salt bellies resulted.

Lard stocks continue unusually heavy. These stocks increased 5,000,000 lbs. during April, are 60,000,000 lbs. above the five year average of May 1 and 11,000,000 lbs. over those of last May 1.

Hog runs during April were much heavier than anticipated, totaling 3,761,230 head, which was over 9 per cent more than in April, 1928, while the slaughter for the four months ended with April shows a decline of 11 per cent from that of the same period a year ago.

This decrease is hardly reflected in the stocks of meats and lard on hand, even when consideration is given to

the fact that hog runs during the last three months of 1928 were heavier than usual.

#### APRIL INSPECTED SLAUGHTER.

More meat animals of all classes were slaughtered under Federal inspection in April, 1929, than in April, 1928, or March, 1929, according to a report by the U. S. Bureau of Agricultural Economics.

The report shows 662,382 cattle, 460,297 calves, 1,118,935 sheep and lambs and 3,761,230 hogs slaughtered during the month. Compared with April, 1928, this represents increases of 6.3 per cent for cattle, 5.0 per cent for calves, 21.9 per cent for sheep and lambs and 9.1 per cent for hogs.

For the four months ending with April, 1929, compared with the corresponding period of 1928, the inspected slaughter reports show decreases of 2.5 per cent for cattle, 3.3 per cent for calves and 11.2 per cent for hogs, and an increase of 2.3 per cent for sheep and lambs.

The increase in cattle slaughter for April is partly a reflection of the increased numbers of cattle fed this past winter, and was partly due to the desire of cattle feeders to take advantage of the improvement in the cattle price situation following the sharp decline in steer prices earlier in the year.

The increase in hog slaughter in April, 1929, over April last year was due primarily to the difference in the seasonal movement of hogs to market. Last year hog slaughter was unusually heavy in February and March and dropped off sharply in April. This year the distribution of the market supply of hogs over the season was more nearly normal, and February and March slaughter showed marked decreases while April showed an increase.

The increased slaughter of sheep and lambs in April is a reflection of the

tendency to market fed lambs later than last year, and also was due, in part, to increased marketings of early spring lambs from California.

#### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended May 11, 1929:

##### HAMS AND SHOULDER, INCLUDING WILTSHIRES.

	Week ended	Jan. 1,
	May	May
	May	May
Total	1,837	1,977
To Belgium		2,470
United Kingdom	1,224	1,806
Other Europe		2,617
Cuba	21	20
Other countries	92	151

##### BACON, INCLUDING CUMBERLAND.

Total	2,992	1,983	4,611	58,406
To Germany	152	90	53	3,306
United Kingdom	2,256	1,363	3,594	32,013
Other Europe	458	248	16,444	
Cuba	31	3	30	3,025
Other countries	95	279	424	4,968

##### LARD.

Total	11,672	12,217	15,283	306,062
To Germany	1,725	3,565	6,564	33,362
Netherlands	831	935	642	14,901
United Kingdom	4,495	4,333	5,642	101,829
Other Europe	1,956	1,071	227	33,947
Cuba	1,681	1,239	1,082	28,854
Other countries	984	1,074	1,126	43,729

##### PICKLED PORK.

Total	213	494	417	13,701
To United Kingdom	5	...	53	2,275
Other Europe	5	10	19	1,101
Canada	197	319	271	3,395
Other countries	6	165	75	9,967

##### TOTAL EXPORTS BY PORTS.

Week ended May 11, 1929.

Hams and shoulders	Bacon	Lard	port.	Pickled
M. lbs.	M. lbs.	M. lbs.	M. lbs.	M. lbs.
Total	1,837	2,982	11,672	20,701
Boston	5	3	8	8
Detroit	621	754	953	46
Port Huron	663	282	1,800	1,800
Key West	18	...	754	6
New Orleans	30	46	1,911	14
New York	...	1,907	6,221	6
Philadelphia	...	...	31	31

##### DESTINATION OF EXPORTS.

Hams and shoulders	Bacon	Lard	port.
M. lbs.	M. lbs.	M. lbs.	M. lbs.
Exported to:			
United Kingdom	1,224	2,266	...
Liverpool	799	1,491	...
London	222	77	...
Manchester	3	...	...
Glasgow	94	31	...
Other United Kingdom	106	31	...

Exported to:	Lard
Germany (total)	M. lbs.
Hamburg	1,725
Other Germany	1,031

# Provision and Lard Markets

## WEEKLY REVIEW

**Liquidation Persistent—Lard Prices Heavy—Export Interest Slow—Hog Movement Lighter—Hog Prices Heavy.**

The low price of the lard market in July was reached this week at 11.75c, a decline of about ½c a pound from the high of the month, and a decline of about ¾c from the extreme high of the season. With the decline in the lard market and the easy tone in meats, there has been a further decline in hogs to below 11c. This is the lowest price in a long period for hogs and reflects the effect of the larger than expected receipts and the persistent heaviness in the product market.

The action of the product market has been a keen disappointment to holders and those who were anticipating a hog movement smaller than has been seen, and one which would permit the distribution of the accumulated stock of products this spring and summer.

The receipts of hogs at the principal points last week decreased from the preceding week nearly 100,000, and were slightly below last year. Excepting for the decrease in the movement in February and March, the receipts of hogs have been quite disappointing. The total movement since March 1 is only 700,000 under last year.

Reflecting the movement of hogs and the influence of the increased movement on the demand for livestock and on the accumulation of stock and the distribution, the decline in the price of hogs compared with the high point has been very substantial. The average price the past week was only about 1c a pound over the corresponding time last year.

### Export Volume Disappointing.

While the price of hogs showed this relative position, the price of lard continued below last year, and ribs slightly above last year.

The export movement of products continues disappointing considering the relative prices. Lard exports since January 1 have been 5,000,000 lbs. under last year, with hams and shoulders 10,000,000 lbs. under. Bacon shows an increase of 3,000,000 lbs., and pickled pork an increase of 2,000,000 lbs.

There is a good deal of speculation as to what will be the effect on exports if the debenture plan, as passed by the Senate providing, should finally be accepted by the House and approved by the President, who has announced his distinct disapproval of such plan. Apparently the plan, under the basis of the proposed tariff, will grant a rebate of 2½c per pound on exportation of lard. In other words, lard can be selling in this country at 2½c lb. above an export parity and still be exported.

This condition will prevail in all other items on which there is a tariff. On cotton it is proposed that the debenture shall be 2c lb. Estimating exports of lard for a year as the product of substantially 20,000,000 hogs, or about 700,000,000 pounds, the debenture payment to export will be about \$17,500,000. On an export of 7,000,000

bales of cotton at 2c lb., the debenture payment to the exporter would be about \$70,000,000. On wheat the debenture of 2½c a bushel on 200,000,000 bushels would be \$42,000,000.

### Storage Stocks Larger.

Opinions are somewhat conflicting, but some who have thought out the matter carefully point out that the effect will be that the United States will give the foreign consumers a reduction in price of the products raised in the United States to the extent of \$300,000,000 to \$400,000,000, and this substantial present will be used by the exporter to pay the import duties on foreign goods and bring in foreign goods that much more readily to compete with American manufacturers.

The storage report of total meat stocks on May 1 showed an aggregate of 1,084,000,000 lbs., compared with 1,079,000,000 lbs. last year. Lard stocks are 184,705,000 lbs., compared with 73,088,000 lbs. last year. The fact that stocks are larger in the total of meats and lard than last year suggests the thought that the influence of the high prices earlier was to affect the United States domestic distribution.

The comparative figures of the movement of livestock at the 67 markets for April, shows an increase in cattle receipts over last year of 23,965, and an increase in local slaughter of 30,897. Compared with the 5-year average, the cattle slaughter decreased 19,853. In calves the slaughter increased 36,356 for the month, but increased only 7,099 compared with the 5-year average.

In hogs the slaughter increased 180,177 in April, but only 88,628 compared with the 5-year average. The slaughter of sheep and lambs was substantially increased with a total increase of the month over last year of 234,914, and an increase over the 5-year average of 254,269.

When the growth of the population and consumption is considered, the increase in the total slaughter over the 5-year average seems quite disappointing. With the increased movement, there was quite an increase in the stocker and feeder shipment of cattle. These gained 12.6 per cent for the month and 21.7 per cent over the 5-year average.

Shipment of calves increased 45.1 per cent over last year and 70.2 per cent over the 5-year average. Hog shipment increased 11.4 per cent over last year with an increase of 20.8 per cent over the 5-year average. Sheep and lamb shipment for the month increased 57.5 per cent over last year, and showed an increase of 78.8 per cent over the 5-year average.

**PORK**—The market was quiet and very steady at New York. Mess was quoted at \$30.50; family, \$35.00; fat backs, \$27.00@30.00.

**LARD**—The market in the east was barely steady with the futures, but a fair cash trade was reported. At New York, prime western was quoted at 12.15@12.25c; middle western, 11.90@12.05c; city, 11½c; refined continent, 12½c; South America, 13c; Brazil kegs,

### STOCKS IN COLD STORAGE.

The figures on which the chart of storage stocks on the opposite page is based are as follows:

	1925.			
	Frozen pork. Lbs. (000 omitted).	S. P. pork. Lbs. (000 omitted).	D. S. pork. Lbs. (000 omitted).	Lard.
Jan.	128,585	286,414	117,982	60,243
Feb.	200,293	443,352	136,478	112,607
Mar.	232,131	484,349	150,870	152,485
Apr.	218,715	466,028	142,680	150,004
May	201,246	467,395	145,545	151,490
June	180,645	425,481	142,292	138,205
July	168,527	407,610	162,618	145,919
Aug.	131,935	373,227	164,374	145,924
Sept.	93,078	338,156	152,555	114,724
Oct.	54,455	284,592	128,288	71,388
Nov.	30,174	255,584	106,204	36,640
Dec.	26,995	260,641	96,985	33,811

	1926.			
	Frozen pork. Lbs. (000 omitted).	S. P. pork. Lbs. (000 omitted).	D. S. pork. Lbs. (000 omitted).	Lard.
Jan.	57,900	204,042	119,617	42,478
Feb.	98,311	219,720	126,003	64,187
Mar.	120,115	245,661	144,971	76,445
Apr.	129,259	246,549	129,263	61,106
May	124,569	238,905	140,324	98,365
June	117,368	200,303	136,901	106,884
July	120,707	334,305	145,164	120,537
Aug.	133,104	340,687	168,682	153,572
Sept.	119,904	330,326	172,768	151,223
Oct.	77,673	293,106	145,573	105,568
Nov.	49,376	257,726	96,531	72,355
Dec.	55,294	267,787	67,000	46,526

	1927.			
	Frozen pork. Lbs. (000 omitted).	S. P. pork. Lbs. (000 omitted).	D. S. pork. Lbs. (000 omitted).	Lard.
Jan.	97,650	306,904	65,208	49,982
Feb.	149,866	382,051	86,305	89,495
Mar.	177,876	382,642	101,156	77,108
Apr.	193,343	418,724	124,714	92,090
May	204,608	485,967	129,637	96,611
June	214,490	482,492	145,022	111,775
July	220,707	444,778	167,248	146,250
Aug.	214,422	440,752	185,968	179,029
Sept.	186,976	407,511	175,121	167,399
Oct.	126,887	381,400	140,417	118,174
Nov.	76,758	280,261	100,646	71,009
Dec.	65,640	277,882	71,145	46,508

	1928.			
	Frozen pork. Lbs. (000 omitted).	S. P. pork. Lbs. (000 omitted).	D. S. pork. Lbs. (000 omitted).	Lard.
Jan.	165,221	370,442	119,497	88,780
Feb.	263,707	460,266	159,769	121,354
Mar.	322,542	496,478	177,887	134,755
Apr.	323,403	496,322	178,012	144,506
May	306,098	479,485	173,740	173,063
June	289,823	459,878	169,963	186,078
July	285,720	453,842	174,968	214,465
Aug.	245,635	408,726	164,712	205,289
Sept.	174,206	352,630	155,990	178,226
Oct.	103,748	285,553	125,904	126,810
Nov.	66,049	264,317	101,173	82,482
Dec.	66,595	268,712	101,188	67,018

	1929.			
	Frozen pork. Lbs. (000 omitted).	S. P. pork. Lbs. (000 omitted).	D. S. pork. Lbs. (000 omitted).	Lard.
Jan.	151,811	375,217	143,011	85,217
Feb.	245,798	424,921	187,561	140,536
Mar.	291,050	473,916	179,776	173,864
Apr.	289,754	453,612	178,595	179,423
May	285,124	451,639	185,847	184,703

14c; compound, car lots, 11½c; less than cars, 12c.

At Chicago, regular lard in round lots was quoted 2½c under May; loose lard, \$1.00 under July; leaf lard, 117½c under July.

**BEEF**—The market was steady with demand fair. At New York, mess was quoted at \$26.00; packet, \$25.00@27.00; family, \$28.00@29.50; extra India mess, \$42.00@45.00; No. 1 canned corned beef, \$3.10; No. 2 6 lbs. South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 42 for later markets.

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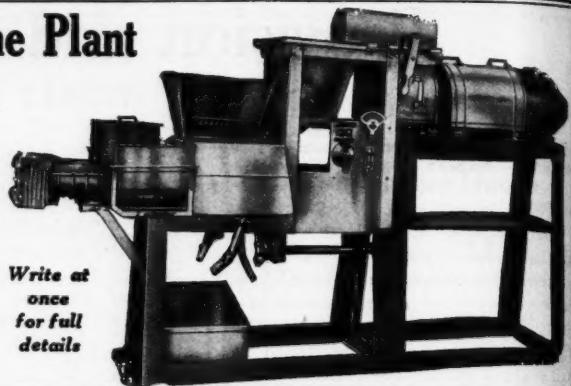
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### BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection at Boston for the week ended May 11, 1929, with comparisons:

	Week ended	Prev. week.	Cor. week.
Western dressed meats:	May 11.		
Steers, carcasses	2,490	2,257	2,590
Cows, carcasses	1,542	1,390	1,401
Bulls, carcasses	66	70	54
Veals, carcasses	1,898	1,707	1,640
Lambs, carcasses	15,289	13,988	11,892
Mutton, carcasses	1,202	1,531	799
Pork, lbs.	323,618	498,892	521,835
Local slaughters:			
Cattle	1,551	1,211	1,536
Calves	2,643	2,600	2,849
Hogs	11,227	10,063	13,141
Sheep	2,485	5,756	2,427

### PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended May 11, 1929:

	Week ended	Prev. week.	Cor. week.
Western dressed meats:	May 11.		
Steers, carcasses	2,027	2,272	2,982
Cows, carcasses	1,154	1,079	1,035
Bulls, carcasses	405	308	315
Veal, carcasses	2,615	2,842	2,216
Lambs, carcasses	11,990	11,490	8,743
Mutton, carcasses	2,464	2,843	2,032
Pork, lbs.	607,632	396,735	478,084
Local slaughters:			
Cattle	1,005	1,448	1,930
Calves	2,182	2,208	2,789
Hogs	8,800	8,414	15,037
Sheep	16,856	18,234	4,391

### PORK SUPPLIES AT LONDON.

Supplies of British and Irish pork at London Central Markets were 5,416,000 lbs., according to advices to the U. S. Department of Commerce, or about 1,000,000 lbs. less than the month before and April, 1928. Liverpool stocks

of cured hams, bacon and shoulders on April 30 showed seasonal increases of 600,000 lbs. over March 31, and totaled 4,034,000 lbs. This was about 1,500,000 lbs. under April 30, 1928, but considerably above stocks of November and December, 1928, when imports were much heavier than at present.

### CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on May 14, 1929, with comparisons, are reported by the Chicago Board of Trade as follows:

May 14, Apr. 30, May 14,  
1929. 1929. 1929.

Mess pork, new, made since Oct. 1, '28, brls. ....	693	1,012	439
P. S. lard, made since Oct. 1, '28, lbs. ....	82,601,353	86,061,274	75,182,452
P. S. lard, made Oct. 1, '28, lbs. ....	447,000	663,350	4,117,000
Other kinds of lard, lbs. ....	10,675,867	11,241,062	5,415,482
S. R. sides, made since Oct. 1, '28, lbs. ....	633,959	828,100	2,860,913
S. R. sides, made previous to Oct. 1, '28, lbs. ....	73,000		
D. S. clear bellies, made since Oct. 1, '28, lbs. ....	30,762,294	81,342,321	28,015,700
D. S. clear bellies, made previous to Oct. 1, '28, lbs. ....	151,820	383,517	.....
D. S. rib bellies, made since Oct. 1, '28, lbs. ....	3,363,736	3,463,681	3,390,250
D. S. rib bellies, made previous to Oct. 1, '28, lbs. ....	18,000		
E. S. C. sides, made since Oct. 1, '28, lbs. ....	287,262	284,935	183,992

Additional current data on provisions will be found on page 51.

### NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended May 11, 1929, with comparisons:

	Week ended	Prev. week.	Our. week.
Western drsd. meats:	May 11.	week.	1928.
Steers, carcasses	7,684 1/4	8,681	6,894 1/2
Cows, carcasses	554	537	582
Bulls, carcasses	35	106	87
Veals, carcasses	13,155	12,431 1/4	12,705
Lambs, carcasses	24,267	27,053	31,477
Mutton, carcasses	5,471	4,374	8,418
Beef cuts, lbs. ....	536,838	339,822	370,780
Pork cuts, lbs. ....	1,567,651	1,500,815	
Local slaughters:			
Cattle	8,983	8,607	10,237
Calves	16,006	19,091	16,820
Hogs	45,982	46,137	45,829
Sheep	42,634	42,170	39,907

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended May 11, 1929:

Point of origin	Commodity	Amount
Canada—Quarters of beef	.....	238
Canada—Meat products	.....	8,049 lbs.
Canada—Vealers	.....	975
Canada—Beef cuts	.....	20,484 lbs.
Canada—Pork cuts	.....	1,680 lbs.
Canada—Veal cuts	.....	10,500 lbs.
Canada—Smoked meat	.....	12,115 lbs.
Danzig—Hams in tins	.....	5,102 lbs.
Germany—Ham	.....	2,010 lbs.
Germany—Bacon	.....	275 lbs.
Germany—Sausage	.....	2,615 lbs.
Italy—Pork cuts	.....	4,768 lbs.
Italy—Sausage	.....	6,614 lbs.
Ireland—Bacon	.....	2,115 lbs.
Ireland—Hams	.....	320 lbs.
Switzerland—Oxmouth salad	.....	665 lbs.

Exports of sausage casings from Turkey to this country in February, 1929, were valued at \$46,926, according to report to the U. S. Department of Commerce.



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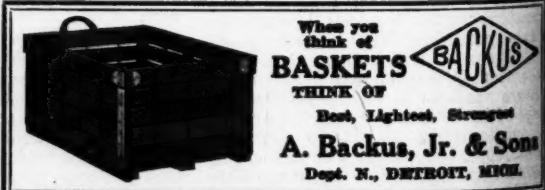
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# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—A fairly active trade featured the market in the east, but the tone was distinctly weak, the market breaking to new lows for the move and to the lowest levels witnessed in some time. Following a liberal business at 7½c f.o.b. New York, about 250,000 lbs. of extra sold at 7½c f.o.b. Even at the new lows, the tone was generally reported as heavy. Buyers were interested only on concessions. This backing away from limited offerings served to unsettle producers. Heaviness throughout the soapers' list, however, had some influence, although the unsettledness in soapers' materials was largely due to the action in tallow.

At Chicago trading was dull, but demand slow, although offerings were held at the recent trading levels. At New York, special loose was quoted at 7½@7¾c; extra, 7½c f.o.b.; edible, 8½@8¾c nominal. At Chicago, edible was quoted at 8½c; fancy, 8¼c; prime packers, 8@8¾c; No. 1, 7¾c; No. 2, 7c.

At the London auction, Wednesday, May 15, some 817 casks were offered and only 259 sold at prices unchanged to 1s lower than the previous sales. Mutton was quoted at 41s@42s 6d; beef, 40@43s; good mixed, at 37@40s. At Liverpool, Australian tallow was unchanged to 9d lower for the week. Fine was quoted at 42s and good mixed at 39s.

**STEARINE**—A little more demand was in evidence, and the market was slightly firmer in the east. There were reports of sales of oleo to compounders at 10c, and the market was quoted at 10c nominal. At Chicago, oleo was quoted barely steady at 9½c.

**OLEO OIL**—The market was quiet and easier, although selling pressure at New York was limited. Extra was quoted at 10%@11%c; medium, 10%@10%; lower grades, 10%c. At Chicago, the market was quiet and barely steady. Extra was quoted at 11%c.

See page 42 for later markets.

**LARD OIL**—A fair demand for near-by oil was in evidence and the market ruled steady. Edible, New York, was quoted at 15½c; extra winter, 13¾c; extra, 12½c; extra No. 1, 12½c; No. 1, 12½c; No. 2, 12c.

**NEATSFOOT OIL**—A fair demand and a steady market was reported. Pure, New York, was quoted at 14%c; extra, 12½c; No. 1, 12½c; cold test, 18½c.

**GREASES**—The market for greases in the east was moderately active. At times, a fairly good business was reported at New York in superior house grease at 7½c, but interest in the other grades was limited, soapers displaying little or no anxiety over supplies. Sentiment appeared depressed in most quarters, and buyers appeared to be taking hold only on breaks or in a hand-to-mouth way.

At New York, yellow and house were quoted at 6%@7c; A. white, 7¾c; B. white, 7½c; choice white, 9@9½c

nominal. At Chicago, trading was rather dull in greases. Demand was slow, but offerings appeared to be held fairly steady. At Chicago, brown was quoted at 7c; yellow, 7½@7¾c; B. white, 7¾c; A. white, 7¾c; choice white, 8½c.

### By-Products Markets

Chicago, May 9, 1929.

#### Blood.

Buyers appear to be holding off on blood purchases at this time, and consequently trading is slow. The market is apparently weaker, at \$4.50 to \$4.60, Missouri river points.

#### Unit Ammonia.

Ground and unground.....\$4.50@4.60

#### Digester Hog Tankage Materials.

Market for digester hog tankage materials is quoted on nominal basis today, \$4.60 to \$4.75 & 10c, generally, for high grade and ground. Little product appears to be moving.

#### Unit Ammonia.

Ground, 11½@12% ammonia.....\$4.60@4.75 & 10  
Unground, 11½ to 12% ammonia.....4.50@4.75 & 10  
Ground, 6 to 8% ammonia.....4.50@4.75 & 10  
Unground, 6 to 8% ammonia.....4.25@4.50 & 10  
Liquid stick.....3.75@4.00

#### Fertilizer Materials.

With an off season at hand, fertilizer materials are quiet to dull. High grade ground basis is nominally \$3.75 & 10c.

#### Unit Ammonia.

High grd. ground, 10@11% am. \$ 8.75 & 10  
Lower grd., and ungr., 6-9% am. 4.00@ 4.10 & 10  
Hoof meal.....3.75@ 4.00  
Bone tankage, low grd., per ton. 24.00@25.00

#### Bone Meals (Fertilizer Grades).

Demand for bone meals of fertilizer grade is weak at this time, little improvement being expected before July 1.

#### Per Ton.

Raw bone meal.....\$50.00@55.00  
Steam, ground, 3 & 50.....31.00@32.00  
Steam, unground, 3 & 50.....29.00@31.00

#### Cracklings.

Little inquiry for and light trading in cracklings is reported on present quiet market. Prices are unchanged and rather nominal, basis 90c to \$1.00 per unit of protein, delivered Chicago.

#### Per Ton.

Hard pressed and exp. unground, per unit protein.....\$.90@ .95  
Soft prsd. pork, ac. grease & quality. 75.00@85.00  
Soft prsd. beef, ac. grease & quality. 50.00@55.00

#### Gelatine and Glue Stocks.

Gelatine and glue stocks are very quiet, with little offered and gluemakers not anxious to build up stocks as the hot months draw near. Prices are nominal.

	Per Ton.
Kip and calf stock.....	\$28.00@42.00
Hide trimmings.....	30.00@38.00
Horn pits.....	40.00@42.00
Cattle jaws, skulls and knuckles.....	41.00@42.50
Sinews, plazies.....	31.00@35.00
Pig skin scrapes and trim., per lb.....	16c

#### Horns, Bones and Hoofs.

#### Per Ton.

Horns, according to grade.....	\$50.00@150.00
Mfg. shin bones.....	50.00@120.00
Cattle hoofs.....	45.00@47.00
Packer bones.....	42.00@44.00
Junk bones.....	27.00@28.00

(Note.—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

#### Animal Hair.

Little activity is noted in animal hair. Some trading reported in winter processed grey at 6½c, and for black at 7¾c. Inquiry is fair.

Cold and field dried.....	8 1/2 2 1/2 c
Processed grey, summer, per lb.....	4 1/4 2 1/4 c
Processed grey, winter, per lb.....	6 1/4 2 1/4 c
Cattle switches, each.....	4 1/4 2 1/4 c

\*According to count.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 16, 1929.

Trading in fertilizer and feeding materials around here is just about at a standstill. The feeding markets drag along with no particular interest being shown by buyers and the continual rain since about the first of April has hurt the fertilizer business.

Ground tankage sold at \$4.15 and 10c, basis f.o.b. New York, for a small quantity. This can probably be shaded.

Dried blood is offered at \$4.40 per unit, f.o.b. New York, with practically no buying interest being shown and counter bids could be worked.

Nitrate of soda is being quoted at \$2.22½, ex-vessel U. S. ports, but the importers are inclined to shade this price on firm bids.

#### CHEMICAL ESSAY CONTEST.

Illinois State winners in the national Prize Essay contest conducted for the past seven years by the American Chemical Society, were announced recently by the society following selection by the State Awards Committee. Thomas E. Wilson, president, Wilson & Co., Chicago, is chairman of the committee, which also includes Dr. W. Lee Lewis, director, Department of Scientific Research, Institute of American Meat Packers; Dr. L. M. Tolman, United Chemical & Organic Products Co.; Hon. Frank O. Lowden, ex-governor of Illinois; Dr. Hugh McGuigan; Mrs. G. T. Palmer; R. F. Carr and Dr. Frank Billings.

See the "Wanted" page for bargains.

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**  
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**Buyers of Beef and Pork Cracklings**  
Both Soft and Hard Pressed

May 18, 1929.

**NEW ORLEANS OIL TRADING.**

(Special Letter to The National Provisioner.)

New Orleans, La., May 13, 1929.—The consumption report just issued was a surprise to the trade, because the average was 240,000 bbls. and ranged from 220,000 to 255,000 bbls. There had been no publicity given to anyone guessing more than 255,000 bbls.

The action of the market was rather disappointing today in the face of such a high level of consumption, but apparently the rain in the western belt was considered beneficial and the small showers in the eastern section were not considered detrimental. The volume of business continues very small, apparently due to the lack of speculative interest. Even if the consumption between now and the end of the fiscal year should amount to 275,000 bbls. the carryover would still amount to about 900,000 bbls., the largest carryover on record.

The deliveries on May contracts this week amounted to only 8 contracts. One broker believes that the position is fully liquidated and does not look for the gradual tightening up which usually takes place. Switches from July to September are being made at 18 points, and from July to October at between 15 and 18 points.

**MEMPHIS SEED AND MEAL.**

(Special Letter to The National Provisioner.)

Memphis, Tenn., May 15, 1929.—Old crop cottonseed closed unchanged to 35c lower, on the Memphis Merchants Exchange, while the new crop months were from 25@50c up. Spreading operations by local pit traders continue to narrow the difference between old crop and new crop deliveries of cottonseed, and it is believed that these two periods should sell at about the same price.

Both old and new crop seed figured against products will gross a little better than \$48, and while the new crop months are actually \$2.50@3.00 per ton under the old, new crop oil and meal are both higher than for June and July. On the other hand, it is realized that old crop seed have moved into manufacturing establishments at much higher than present prices, and sales at this time can only be backed by the relatively small tonnage of after-planting seed, which will not move for possibly 30 days.

Short covering and investment buying developed a firmer tone in the cottonseed meal futures and sellers were not numerous except at advancing prices. While the upturn today in the old crop months only averaged about 30c per ton, it was apparent that the market was oversold. Continued buy-

ing from the outside of the new crop deliveries closed the fall months at from 30@75c higher.

Today's advance in deferred old crop futures, and a further decline in spot meal to a basis of \$35, Memphis, makes a better relative showing.

Sales to the consuming trade were in just a little better volume yesterday and today. Any change in this direction is almost bound to be for the better, as stocks in consuming establishments must have been called upon steadily during the last three months while new contracts have not been entered into except in a small way. Necessary buying has been in small volume which will continue as long as prices decline. On the other hand, buying for stock will be accelerated when prices appear to have definitely turned for the better.

Stocks in the South are still large and it may be that old crop meal will have to sell under the new in order to put it on a basis where consumers can afford to buy and store against future requirements.

**MARGARINE MATERIALS USED.**

Oleomargarine produced and the materials used in its manufacture during March, 1929, with comparisons, were as follows, according to the U. S. Bureau of Internal Revenue:

	Mar. 1928.	Mar. 1929.
	Lbs.	Lbs.
Total production of uncolored oleomargarine.		
28,191,553	25,830,790	
Ingredient schedule for uncolored oleomargarine:		
Butter	240,561	215,427
Cocoanut oil	15,075,628	12,887,515
Corn oil		5,400
Cottonseed oil	2,185,451	2,085,596
Edible tallow	1,765	8,705
Milk	7,611,506	7,284,837
Mustard oil		3,480
Neutral lard	1,772,550	2,186,570
Oleo oil	8,612,217	8,342,194
Oleo stearine	465,961	474,022
Oleo stock	78,385	104,743
Palm oil	106,728	74,549
Palm-kernel oil		10,048
Peanut oil	599,143	543,703
Salt	2,305,363	2,135,018
Soda	9,032	7,072
Vanilla extract		20
Total	34,080,220	31,270,188
Total production of colored oleomargarine.		
1,526,729	1,456,741	
Ingredient schedule for colored oleomargarine:		
Butter	1,260	287
Cocoanut oil	511,306	483,585
Color	2,185	1,479
Cottonseed oil	201,474	178,262
Milk	521,330	477,149
Neutral lard	172,965	183,055
Oleo oil	385,779	269,588
Oleo stearine	18,922	23,210
Oleo stock	13,820	8,629
Palm oil	45,670	24,160
Palm-kernel oil		1,871
Peanut oil	2,047	31,234
Salt	118,127	116,316
Soda	168	251
Soya bean oil		150
Total	2,015,553	1,828,106

**MARGARINE MAKERS TO MEET.**

The tenth annual convention of the Institute of Margarine Manufacturers will be held in Washington, D. C., on May 22-24, in Room "D" of the Washington Hotel, it has been announced by J. S. Abbott, secretary of the Institute. Expressions received from members indicate that a large attendance will be present.

**LARD AND GREASE EXPORTS.**

Exports of lard from New York, May 1 to May 8, 1929, 7,832,680 lbs.; tallow, none; greases, 770,000 lbs.; stearine, none.

**INTERSTATE CRUSHERS MEET.**

(Special Wire to The National Provisioner.)

New Orleans, La., May 16, 1929.

The Interstate Cottonseed Crushers' Association meeting for its thirty-third annual convention at New Orleans on May 13-17, on Thursday, approved plans to nationalize the industry in one big country-wide organization for which the name of Cottonseed Institute has been proposed. The plans will be submitted to the Texas Cottonseed Crushers' Association at the meeting of that organization in June, and should that organization approve the proposal, another meeting of the interstate association will be held in New Orleans on July 1, 1929, to formally merge the bodies into one big organization. The name of the new organization has not been definitely determined upon yet, the name of Cottonseed Institute being a tentative suggestion.

At the election of officers on Thursday, Harry Hodgson of Athens, Ga., was elected president of the association for the ensuing year, succeeding J. E. Byram of Alexandria, La. A beautiful silver service was presented Mr. Byram for his services in the past.

A report by G. S. Meloy, cottonseed specialist of the U. S. Department of Agriculture, on the progress being made in establishing a system of grading seed, was heard with great interest at one of the convention sessions. Mr. Meloy predicted that within a very short time a machine will be perfected by which the net kernel content of seed may be quickly and accurately determined.

In the meantime Mr. Meloy outlined a plan calling for Government licensing of samplers. By this plan samplers and analysts would be bonded, and provision made for appeals from rulings of analysts.

President J. E. Byram in his annual address urged the members to eliminate the struggle for volume at any price, where the whole industry suffers. "We are now engaged in working out a code and we are testing our members as to whether they can live up to a code," he said.

High praise was accorded former United States Senator Christie Benet, the Association's general counsel, whom Mr. Byram declared "the best trades association executive in the world."

**CHEMICALS AND SOAP SUPPLIES.**

(Special Report to The National Provisioner.)

New York, May 14, 1929.

Extra tallow, f.o.b. seller's plant, 7½c lb.; Manila cocoanut oil, tanks, New York, 7½c lb.; Manila cocoanut oil, tanks, coast, 7½c lb.; Cochin cocoanut oil, barrels, New York, 9½@9¾c.

P. S. Y. cottonseed oil, barrels, New York, 10%@11c lb.; crude corn oil, barrels, New York, 10½@10½c lb.; olive oil foots, barrels, New York, 10@10½c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.20@1.25 gal.

Crude soya bean oil, barrels, New York, 11½@11¾c lb.; palm kernel oil, barrels, New York, 9½@9¾c lb.; red oil, barrels, New York, 11@11½c lb.; Nigre palm oil, casks, New York, 2c lb.; Lagos palm oil, casks, New York, 8½@8¾c lb.; glycerine, soap lye, 7½c lb.; glycerine, C. P., 14½@15c lb.; glycerine, dynamite, 11@11½c lb.

**The Blanton Company**ST. LOUIS  
Refiners of

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Manufacturers of  
**SHORTENING**  
**MARGARINE**

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Fair—Market Irregular—Under-tone Rather Heavy—Lard and Cotton Easy—Weather South Improved—Cash Trade Fair—Sentiment Against Market—Consumption Report Bullish.**

A fairly active market was noted in cotton oil futures on the New York Produce Exchange the past week, but the feature was a continuance of very mixed commission house operations and inability of the market to hold small rallies. There was buying at times on unfavorable weather and a larger April consumption than expected, as well as lifting of hedges against cash sales, but the buying power did not follow the upturns, and easiness in outside markets served to bring about considerable pressure at times as well as outside selling and liquidation.

On the whole, commission house trade was mixed and without particular feature. A notable lack of support was in evidence most of the time except when prices sagged to around the season's low point. Around the inside figures absorption by refiners' brokers led to quite a little speculative realizing but sentiment in the main appeared to be against the market, while in quarters where a friendly feeling existed there was a tendency to go slow pending developments.

### Some Pressure on Lard.

Heaviness in grains served to put some pressure on lard but the lard stocks at Chicago decreased 4,242,000 lbs. the first half of May, whereas the trade had been looking for little change to a moderate increase. The lard stocks there, however, totaled 93,723,720 lbs. compared with 84,714,934 lbs. in mid-May last year.

The lard stocks in cold storage at the beginning of May throughout the country were placed at 184,705,000 lbs., against 173,088,000 lbs. a year ago and the five-year May 1 average of 124,976,000 lbs.

The market in a general way continued to take its cue from outside developments. Reports of a good improvement in cash oil and compound trade failed to cut much figure other than to bring about some removal of hedges. Following an unfavorable

spell of weather in the South, climatic conditions improved, adding another feature to the already depressing factors such as the liberal stocks of oil, the large lard stocks, the prospective increase in the cotton area and the outlook for a goodly carryover of cotton oil at the end of the season.

As a matter of fact, the visible supply of oil at the beginning of the month was 1,749,000 bbls., compared with 1,564,000 bbls. the same time last year, and was seized upon by local bears to hammer the market for a time. This offset the April consumption of 289,000 bbls., which was above general expectations and above the 279,000 bbls. consumed in April last year. The consumption of oil for the first nine months of the season was 2,734,000 bbls., compared with 2,657,000 bbls. the same time last year.

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 16, 1929.—The market has ruled somewhat easier on cotton oil contracts this week, spots, however, holding steady. Mills are offering crude sparingly at 7½@7¾c, Texas; 7½@8c, Valley. Crop conditions and the market for hogs and lard will largely determine values in the next few months and it will take little to bring about advances, whereas declines will be stubbornly resisted until the new crop outturn is fairly revealed.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 16, 1929.—Practically no trading in crude oil in this territory, most of the mills being sold out and closed down for the season. The price of crude is 7½@8c. Forty-one per cent meal, \$35.00; loose cottonseed hulls, \$9.00.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 16, 1929.—Prime cottonseed, nominal; prime crude oil, 7½@7¾c; 43 per cent cake and meal, f.o.b. Dallas, \$38.00; hulls, \$8.00; mill run linters, 4@5c.

Early estimates on May consumption are optimistic, running around 300,000 bbls. against 244,000 bbls. in May a year ago. At the same time, there is a tendency among some close observers to anticipate a larger June and July distribution than the same time last season.

These reports, however, failed to attract more than passing attention. As a matter of fact, a good many found it difficult to explain the market's action. Deliveries were made of another 400 bbls. on May contracts making 5,600 bbls. so far this month.

The crude markets were again featureless, with the Valley and Texas unquoted, while bids of 7½@8c were heard of in the Southeast. The tallow market broke to new lows, extra, f.o.b. New York, selling at 7½c, while other greases were also weaker. Oleo stearine at New York, however, was slightly firmer and quoted at 10c, the advance reflecting a better demand for that commodity from compound makers.

The Procter and Gamble report, indicating a possible increase of 4 to 5 per cent in the new crop acreage, attracted attention. As a result, considerable anxiety was in evidence over what the ultimate area might prove to be.

The weekly weather report said:

"In the southern portion of the cotton belt, temperatures in general were rather favorable, but it was too cool in the north while heavy rains were unfavorable in many places west of the Mississippi River, especially in northern districts. In the eastern half of the belt the first part of the week it was too cloudy and wet with cool nights, but the latter part was more favorable with considerable sunshine and warmer weather prevailing."

"Stands are mostly spotted and warmer weather is needed. In Texas, rains were beneficial where excessive and the progress of cotton was fair, except where too dry in the west or damaged by excessive rains in some eastern section. Planting and replanting made slow progress. In Oklahoma the cool, wet weather was very unfavorable, with planting delayed, germina-

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### New Orleans Refined Cotton Seed Oil Market

### New Orleans Cotton Exchange

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### COTTON OIL FUTURES

On the New York Produce Exchange

tion poor, growth very slow and the crop late with much yet to be planted and replanted. Most of Arkansas was too wet also, with progress poor but some improvement was noted in Louisiana.

COTTONSEED OIL—Market transactions:

Friday, May 10, 1929.

	Range	—	Closing		
	Sales.	High.	Low.	Bid.	Asked
Spot		975	a	...	
May	100	985	985	980	a 1025
June				980	a 1025
July	4800	996	987	991	a 992
Aug.				995	a 1005
Sept.	4400	1015	1007	1010	a 1011
Oct.	1400	1012	1005	1005	a 1006
Nov.				980	a 995
Dec.				985	a 998

Total sales, including switches, 10,700 bbls. P. crude S. E. 8c bid.

Saturday, May 11, 1929.

	Range	—	Closing		
	Sales.	High.	Low.	Bid.	Asked
Spot		980	a	...	
May	1100	985	985	990	a 1030
June				990	a 1005
July	6000	1000	980	995	a 1002
Aug.				1000	a 1015
Sept.	2800	1023	1005	1020	a 1022
Oct.	2100	1022	1000	1020	a 1022
Nov.				990	a 1010
Dec.				995	a 1015

Total sales, including switches, 12,000 bbls. P. crude S. E. 8c bid.

Monday, May 13, 1929.

	Range	—	Closing		
	Sales.	High.	Low.	Bid.	Asked
Spot		990	a	1035	
May	200	995	995	995	a 1000
June				985	a 1015
July	700	1000	995	995	a 998
Aug.				1000	a 1012
Sept.	3100	1020	1015	1016	a 1017
Oct.	200	1020	1020	1014	a 1016
Nov.				991	a 1005
Dec.				996	a 1005

Total sales, including switches, 4,200 bbls. P. crude S. E. 8c bid.

Tuesday, May 14, 1929.

	Range	—	Closing		
	Sales.	High.	Low.	Bid.	Asked
Spot		975	a	...	
May	400	980	980	975	a 985
June				975	a 995
July	4900	990	973	977	a ...
Aug.				982	a 990
Sept.	3900	1000	993	997	a 999
Oct.	1600	998	990	993	a 995
Nov.				975	a 995
Dec.	200	980	980	980	a 988

Total sales, including switches, 11,000 bbls. P. crude S. E. 7c bid.

Wednesday, May 15, 1929.

	Range	—	Closing		
	Sales.	High.	Low.	Bid.	Asked
Spot		975	a	1020	
May		975	a	1010	
June		975	a	995	
July	3500	979	973	979	a ...
Aug.				983	a 993
Sept.	4600	998	993	998	a 1000
Oct.	1100	992	989	993	a 996
Nov.				972	a 982
Dec.	800	975	970	973	a 980

Total sales, including switches, 10,000 bbls. P. crude S. E. unquoted.

Thursday, May 16, 1929.

	Range	—	Closing		
	Sales.	High.	Low.	Bid.	Asked
Spot		960	a	1025	
May		960	a	1010	
June		960	a	...	
July	980	977	979	a	982
Aug.				985	a 995
Sept.	999	997	999	a	1001
Oct.				998	a 1000
Nov.	981	980	975	a	982
Dec.	980	977	977	a	983

Sales, 6,900 bbls.

See page 42 for later markets.

COCOANUT OIL—A limited volume of trade with an easier range featured the market, influenced by heaviness in soapers' materials and a holding-off attitude on the part of consumers. At New York, tanks were quoted at 7%, while Pacific Coast tanks were quoted at 7c.

CORN OIL—The market was very steady, with a fair demand and sales reported at 8@8½c, f.o.b. mills, sellers quoted at 8½c.

SOYA BEAN OIL—The proposed doubling of the tariff on this oil has made for a watchful waiting attitude and an inactive and purely nominal market, with some contending that the increased tariff would tend to shut off trade entirely.

PALM OIL—Consuming demand was conspicuous by its smallness the past week and the market was barely steady with tallow, but offerings were not pressing and as a result buyers and sellers were apart. At New York, spot Nigre was quoted at 8@8½c; shipment Nigre, 7.30c; spot Lagos, 8½@8½c; shipment Lagos, 7.60c.

PALM KERNEL OIL—A tendency to await developments continued in this market, with operations light and the tone about steady. New York, tanks, nominally quoted at 7½@7¾c.

OLIVE OIL FOOTS—Trade was of small volume, buyers displaying little interest. The market was about steady, with spot foots, New York, quoted at 9%@10c; shipment foots, 9¾@9¾c.

RUBBERSEED OIL—The market was quoted at 7c, f.o.b. Norfolk.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal. COTTONSEED OIL—Spot stocks are moderate but demand quiet, and store oil is nominally quoted ¼c over May. Southeast crude, 7%@8c; Valley and Texas, unquoted.

### SHORTENING AND OIL PRICES.

Shortening and oil prices hereafter will be quoted in THE NATIONAL PROVISIONER on the basis of the revised code of trade practices subscribed to by most members of the Shortening and Oil Division of the Interstate Cottonseed Crushers' Association. This revised code, which is being submitted to the Federal Trade Commission for approval, brings prices more in line with quantity purchases and is a step in the direction of better trade practices within the oil industry.

Prices prevailing on Thursday, May 16, based on expressions of member companies as to their quantity selling programs, were as follows:

Shortening.	
North and Northeast:	
Carlots, 26,000 lbs.	...
5,500 lbs. and up.	...
Less than 3,500 lbs.	...
South:	
10,000 lbs.	...
5,000 lbs.	...
2,000 lbs.	...
Less than 2,000 lbs.	...
Pacific Coast:	12½ 13%
Salad Oil.	
North and northeast:	
Carlots, 26,000 lbs.	...
5 bbls. and up.	...
1 to 4 bbls.	...
South:	
Carlots, 26,000 lbs.	...
5 bbls. and up.	...
1 to 4 bbls.	...
Pacific Coast:	11½ 12½
Cooking Oil—White.	
½ c less than salad oil.	...
Cooking Oil—Yellow.	...
½ c less than salad oil.	...

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Vegetable oil

Other edible

Coccoanut oil

Linseed oil

Soybean oil

Vegetable oil

Other express

Glycerine

GLUA

## Production, Movement and Stocks of Fats and Oils

Production of fats and oils (exclusive of refined oil and derivatives) during the three-month period ended March 31, 1929, was as follows, according to a preliminary report of the U. S. Department of Commerce:

Vegetable oils, 884,021,721 lbs.; fish oils, 19,920,596 lbs.; animal fats, 656,500,156 lbs.; greases, 100,606,316 lbs.; total, 1,661,048,789 lbs. Of the several kinds of fats and oils covered by this inquiry, the greatest production—536,920,852 lbs.—appears for lard. Next in order is cottonseed oil, 522,824,575 lbs.; linseed oil, 200,122,722 lbs.; tallow, 118,340,413 lbs.; cocoanut oil, 90,175,368 lbs., and corn oil, 36,350,888 lbs.

The production of refined oils during the period was as follows: Cottonseed, 500,415,614 lbs.; cocoanut, 83,755,347 lbs.; peanut, 3,881,316 lbs.; corn, 36,317,998 lbs.; soya bean, 2,367,175 lbs., and palm kernel, 3,985,123 lbs.

The data for the fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

(In some cases, where products were made by a continuous process, the intermediate products were not reported.)

### IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED MAR. 31, 1929.

	Lbs.
Animal oil and fats, edible.....	569,998
Whale oil.....	412,163
Cod oil.....	2,921,130
Cod liver oil.....	5,247,338
Other fish oils.....	6,830,085
Tallow.....	9,463,871
Wool grease.....	2,768,801
Grease and oils, n.e.s. (value).....	\$253,778
Oil, edible.....	20,191,529
Tung oil.....	26,185,604
Cocoanut oil.....	101,270,097
Sulphur oil or olive roots.....	9,921,967
Other olive oil, inedible.....	3,119,735
Palm oil.....	57,586,025
Palm kernel oil.....	12,148,722
Sesame oil.....	4,117,390
Vegetable tallow.....	1,528,940
Vegetable wax.....	1,378,245
Cornstarch wax.....	1,884,750
Peanut oil.....	475,813
Rape (oliva) oil.....	3,684,478
Linseed oil.....	215,722
Soya bean oil.....	5,235,639
Perilla oil.....	1,588,419
Other expressed oils.....	5,811,190
Glycerine, crude.....	5,181,724
Glycerine, refined.....	1,959,862

### IMPORTS OF OIL SEEDS, QUARTER ENDED MAR. 31, 1929.

	Tons.
Castor beans.....	25,165
Copra.....	78,483
Flaxseed.....	189,764
Pony seed.....	1,027
Perilla and sesame seed.....	3,801
Other oil seeds.....	5,168

### EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED MAR. 31, 1929.

	Lbs.
Olio oil.....	16,808,173
Olio stock.....	1,534,862
Tallow.....	642,827
Lard.....	226,632,435
Lard, neutral.....	6,270,736
Lard compounds, containing animal fats.....	956,858
Olio and lard stearine.....	929,275
Neatsfoot oil.....	888,700
Other animal oils, inedible.....	252,227
Palm oil.....	272,901
Grease stearine.....	222,305
Stearic acid, or red oil.....	1,018,200
Other animal greases and fats.....	14,808,385
Cottonseed oil, crude.....	6,121,084
Cottonseed oil, refined.....	2,305,850
Corn oil.....	88,100
Vegetable oil, lard compounds.....	1,426,360
Other edible vegetable oils and fats.....	818,263
Cocoanut oil.....	4,961,349
Linseed oil.....	552,394
Soya bean oil.....	1,731,254
Vegetable soap stock.....	2,447,383
Other expressed oils and fats, inedible.....	1,605,175
Glycerine.....	546,619

### EXPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED MAR. 31, 1929.

	Lbs.
Fish oils.....	5,620
Other animal oils and fats, inedible.....	11,868
Oilive oil, edible.....	51,550
Tung oil.....	1,704,174
Cocoanut oil.....	184,938
Palm oil and palm kernel oil.....	708,875
Peanut oil.....	3,832
Soya bean oil.....	64,870
Other expressed oils and fats.....	66,998
Vegetable wax.....	151,889

### FISH OILS.\*

	Cod and cod liver.....	225,425	7,843,066
Menhaden.....	78,125	8,848,135	
Whale.....	20,768,169	20,106,133	
Herring, incl. sardine.....	19,605,855	3,088,969	
Sperm.....	80,316	527,175	
All other (incl. marine animal).....			

\*The data of oils produced, consumed, and on hand by fish oil producers and fish canners were collected by the U. S. Bureau of Fisheries.

### RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS.

	-Tons of 2,000 Lbs.—
Consumed	
Jan. 1 to Mar. 31.	On hand Mar. 31.
Cottonseed.....	1,626,941
Peanuts, hulled.....	5,775
Copra, in hull.....	1,183
Cocoanuts and skins.....	71,097
Cotton germ.....	547
Flaxseed.....	60,286
Castor beans.....	300,249
Mustard seed.....	27,118
Soye beans.....	10,595
Olives.....	1,904
Other kinds.....	2,714

### VEGETABLE OILS.\*

	Factory production for quarter ended Mar. 31, '29.	Factory and Whee. stocks, Mar. 31, '29.
Lbs.	Lbs.	Lbs.

Cottonseed, crude.....	522,824,575	106,954,831
Cottonseed, refined.....	500,415,614	584,978,238
Peanut, virgin and crude.....	4,462,713	1,814,304
Peanut, refined.....	3,381,316	1,581,788
Cocoanut, or copra, crude.....	90,175,368	116,267,405
Cocoanut, or copra, refined.....	88,755,347	14,493,772
Corn, crude.....	36,350,888	12,496,670
Corn, refined.....	36,317,998	11,761,087
Soye bean, crude.....	8,028,740	8,228,964
Soye bean, refined.....	2,367,175	1,420,096
Olive, edible.....	683,081	4,940,142
Olive, inedible.....	12,925	1,567,953
Sulphur oil, or olive roots.....		
feet.....	6,019,096	
Palm kernel, crude.....	18,491,038	
Palm kernel, refined.....	3,985,123	
Rapeseed.....		905,753
Linseed.....		200,122,772
Chinese wood or tung.....		181,438,594
Chinese vegetable tallow.....		24,595,764
Castor.....		361,579
24,125,847		
Palm.....		28,716,498
All other.....		2,230,812

### GREASES.

	White.....	22,982,816	8,514,513
Yellow.....		20,163,454	9,265,217
Brown.....		12,126,587	5,711,854
Bone.....		5,464,500	1,722,117
Tallowage.....		12,728,181	2,498,530
Garbage or house.....		22,100,308	5,760,785
Wool.....		1,800,222	3,100,568
Recovered.....		584,888	586,890
All other.....		2,637,410	1,922,954

### OTHER PRODUCTS.

	Lard compounds and other lard substitutes.....	270,574,940	27,817,587
Hydrogenated oils.....	158,178,245	14,516,706	
Stearine, vegetable.....	3,828,384	2,786,018	
Stearine, animal, edible.....	1,841,864	6,045,056	
Stearine, animal, inedible.....	5,245,951	2,945,708	
Oleo oil.....	30,591,545	12,013,102	
Lard oil.....	7,620,541	4,047,988	
Tallow oil.....	2,496,020	2,118,567	
Fatty acids.....	40,840,508	6,876,924	
Fatty acids, distilled.....	10,773,322	2,267,558	
Red oil.....	16,241,271	8,586,521	
Stearic acid.....	11,667,595	4,371,146	
Glycerine, coarse 50%.....	36,603,729	18,393,056	
Glycerine, dynamite.....	14,177,795	13,567,955	
Glycerine, chem. pure.....	17,720,507	10,022,450	
Cottonseed roots, 50%.....			
basis.....	83,790,438	34,178,416	
Cottonseed roots, distilled.....	55,411,050	7,565,744	
Other vegetable oil roots.....	18,663,525	2,678,145	
Other vegetable oil roots, distilled.....	571,942	378,255	
Acidulated soap stock.....	20,527,814	16,057,243	
Miscellaneous soap stock.....	26,142	269,329	

### PRODUCTION AND CONSUMPTION OF COTTONSEED AND PRODUCTS.

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for nine months ended April 30, 1929, compared to a year ago, as reported by the U. S. Census Bureau:

### COTTONSEED RECEIVED, CRUSHED, AND ON HAND (Tons).

State.	Received at mills* Aug. 1 to Apr. 30, 1929.	Crushed Aug. 1 to Apr. 30, 1929.	On hand at mills Aug. 1 to Apr. 30, 1928.
United States.....	5,004,626	4,535,151	101,048
Alabama.....	266,097	295,759	8,017
Arizona.....	61,666	41,146	140
Arkansas.....	387,293	307,530	17,949
California.....	88,384	47,603	8,683
Georgia.....	399,980	488,747	4,495
Louisiana.....	205,557	154,719	9,324
Mississippi.....	613,641	533,932	1,387
North Carolina.....	303,475	301,020	64,220
Oklahoma.....	386,823	361,579	5,977
South Carolina.....	206,800	206,977	2,163
Tennessee.....	318,900	291,894	24,875
Texas.....	1,689,699	1,507,712	36,917
All other.....	71,311	72,450	250

\*Includes seed destroyed at mills but not 21,972 tons and 89,784 tons on hand Aug. 1, nor 99,197 tons and 65,153 tons reshipped for 1928 and 1929, respectively.

### COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Item.	On hand Aug. 1	Produced to Apr. 30.	Shipped out Aug. 1	On hand Apr. 30.
Crude oil.....	1928-29	*20,350,682	1,523,553,552	1,480,810,973
(pounds)	1927-28	16,296,641	1,427,789,064	84,473,987
Refined oil.....	1928-29	1335,993,223	**1,328,809,151	1,070,889,251
(pounds)	1927-28	378,612,700	1,200,390,388	616,031,360
Cake and meal.....	1928-29	32,648	2,176,222	1,983,508
(tons)	1927-28	63,652	2,028,916	225,362
Hulls.....	1928-29	29,291	1,307,549	1,213,297
(tons)	1927-28	168,045	1,279,663	85,798
Linter (Running).....	1928-29	43,994	1,080,890	907,621
(bales)	1927-28	46,177	846,844	781,768
Hull fiber.....	1928-29	2,775	66,391	66,730
(500-lb. bales)	1927-28	21,030	70,050	73,622
Grabbots, motes, etc. ....	1928-29	1,903	44,177	33,994
(500-lb. bales)	1927-28	1,842	35,834	30,181

\*\*Includes 3,063,476 and 6,012,208 lbs. held by refining and manufacturing establishments and 3,290,632 and 14,041,320 lbs. in transit to refiners and consumers, Aug. 1, 1928, and Apr. 30, 1929, respectively.

†Includes 7,584,021 and 6,777,059 lbs. held by refiners, brokers, agents and warehousemen at places other than refineries and manufacturing establishments, and 10,166,451 and 10,804,606 lbs. in transit to manufacturers of lard substitute, oleomargarine, soap, etc., Aug. 1, 1928, and Apr. 30, 1929, respectively.

\*\*Produced from 1,442,947,372 lbs. of crude oil.

## The Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products were heavy in tone the latter part of the week under scattered selling, with lower hog markets, limited support and a feeling of a lack of speculative absorption. Packers' buying was in evidence at times, but demand was mostly from shorts. Cash trade fair, particularly in lard.

#### Cottonseed Oil.

Cotton oil covered narrow limits and was easy with lard and persistent commission house and local selling. This offset profit taking. Some refiners are buying and there are reports of a fair cash trade. Weather in the south is good and in the west and parts of the east unfavorable. Crude is unquoted.

Quotations on cottonseed oil at New York, Friday noon, were: May, \$9.50@10.10; June, \$9.55@9.85; July, \$9.71@9.72; August, \$9.75@9.85; Sept., \$9.92; Oct., \$9.88@9.90; Nov., \$9.60@9.80; Dec., \$9.72@9.79.

### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 16, 1929:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice .....	\$21.00@22.00	\$21.50@22.50	\$22.50@23.00	\$22.50@23.00
Good .....	20.50@21.50	21.00@22.00	21.50@22.50	21.50@22.50
STEERS (550-700 lbs.):				
Choice .....	22.00@23.00		22.50@23.50	23.00@24.00
Good .....	21.00@22.00		22.00@23.00	22.00@23.00
STEERS (500 lbs. up):				
Medium .....	19.50@21.00	20.50@21.00	19.50@22.00	20.50@21.50
STEERS (1):				
Yearling (300-550 lbs.):				
Choice .....	23.00@24.00		23.00@24.50	
Good .....	22.00@23.00		22.50@23.00	
Medium .....	20.50@22.00			
COWS:				
Good .....	19.00@20.00	19.50@20.00	19.50@20.50	19.00@20.00
Medium .....	17.50@19.00	19.00@19.50	18.50@19.50	18.00@19.00
Common .....	16.00@17.50	18.50@19.00	17.50@18.50	17.00@18.00
Fresh Veal and Calf Carcasses:				
VEALER (2):				
Choice .....	24.00@25.00	22.00@24.00	22.00@25.00	23.00@24.00
Good .....	21.00@23.00	20.00@22.00	18.00@21.00	20.00@22.00
Medium .....	19.00@21.00	17.00@20.00	16.00@19.00	17.00@19.00
Common .....	16.00@18.00	15.00@17.00	15.00@17.00	15.00@17.00
Fresh Lamb and Mutton:				
SPRING LAMB:				
Good-Choice .....	29.00@32.00	30.00@33.00	32.00@36.00	31.00@33.00
Medium .....	26.00@28.00	28.00@30.00	29.00@31.00	27.00@30.00
Common .....	24.00@26.00	25.00@27.00	26.00@29.00	23.00@26.00
LAMB (38 lbs. down):				
Choice .....	29.00@30.00	30.00@31.00	31.00@32.00	
Good .....	28.00@30.00	29.00@31.00	30.00@31.00	
Medium .....	26.00@28.00	28.00@30.00	28.00@29.00	
Common .....	24.00@26.00		28.00@28.00	
LAMB (39-45 lbs.):				
Choice .....	29.00@30.00	29.00@30.00	30.00@31.00	29.00@30.00
Good .....	28.00@30.00	28.00@30.00	29.00@30.00	28.00@29.00
Medium .....	26.00@28.00	27.00@29.00	28.00@29.00	25.00@27.00
Common .....	24.00@26.00		26.00@28.00	23.00@25.00
LAMB (46-55 lbs.):				
Choice .....	27.00@28.00	27.00@29.00	28.00@29.00	26.00@27.00
Good .....	26.00@27.00	27.00@28.00	27.00@28.00	25.00@26.00
MUTTON (Ewe) 70 lbs. down:				
Good .....	15.00@17.00	14.00@15.00	13.00@14.00	13.00@14.00
Medium .....	13.00@15.00	12.00@14.00	12.00@13.00	12.00@13.00
Common .....	11.00@13.00	11.00@12.00	11.00@12.00	11.00@12.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av. ....	25.00@27.00	24.00@25.00	24.00@26.00	24.00@26.00
10-12 lbs. av. ....	24.00@26.00	24.00@25.00	22.00@24.00	23.00@25.00
12-15 lbs. av. ....	22.50@24.00	22.00@23.00	21.00@23.00	21.00@23.00
16-22 lbs. av. ....	18.50@20.00	18.00@20.50	17.50@20.00	18.00@20.00
SHOULDERS N. Y. Style, Skinned:				
8-12 lbs. av. ....	16.00@17.00		16.00@18.00	16.50@18.00
PICNICS:				
6-8 lbs. av. ....		15.50@16.50		
BUTTS Boston Style:				
4-8 lbs. av. ....	20.00@22.00		20.00@23.00	21.00@22.00
SPARE RIBS:				
Half Sheets .....	12.00@13.00			
TRIMMINGS:				
Regular .....	10.00@11.00			
Lean .....	20.50@21.50			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at Chicago and New York.

### EUROPEAN PROVISION CABLE.

The market at Hamburg was steady, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 2,918 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 95,000 at a top Berlin price of 15.57 cents a pound, compared with 108,000 at 11.90 cents a pound, for the same week last year.

The Rotterdam market was dull and prices lower.

The market at Liverpool was rather quiet and prices were steady.

Pigs bought in Ireland for bacon curing totaled 19,000 for the week.

Estimated slaughter of Danish hogs for week ended May 10, 79,600.

### Tallow.

Tallow, extra, 7½ c f.o.b.

### Stearine.

Stearine, oleo, 10c nom.

### FRIDAY'S GENERAL MARKETS.

New York, May 17, 1929. — Lard, prime western, \$12.05@12.10; middle western, \$11.95@12.05; city, 11½ c; refined continent, 12½ c; South American, 13c; Brazil kegs, 14c; compound, 11½ c.

### BRITISH PROVISION CABLES.

(Special Cable to The National Provisioner.)

Liverpool, May 16, 1929.

General provision market dull. Demand less active for A. C. hams and pure lard. Picnics and square shoulders continue firm with fair demand.

Friday's prices were as follows: Hams, American cut, 107s; hams, long cut, 116s; picnics, 78s; short backs, 93s; bellies, clear, 96s; Canadian, 96s; Cumberland, 102s; spot lard, 61s.

### LIVESTOCK AT 67 MARKETS.

Receipts and disposition of livestock at 67 leading markets during April, 1929, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	CATTLE.	Local Receipts. Total	Tot. ship. slaughter. ments. Apr. 1928	Apr. 1929
CALVES.				
Total .....	604,752	446,450	1,142,762	633,494
Apr. average, 5 yrs.				491,046
1924-1928 .....	1,146,902	653,347	1,146,902	653,347
HOGS.				
Total .....	3,545,261	2,258,014	3,475,930	1,273,326
Apr. average, 5 yrs.				1,327,575
1924-28 .....	582,230	439,351	582,230	439,351
SHEEP AND LAMBS.				
Total .....	2,010,427	1,049,133	1,026,656	963,720
Apr. average, 5 yrs.				1,026,656
1924-28 .....	1,493,744	794,864	1,493,744	606,655

### LIVERPOOL PROVISION STOCKS.

Imports of provisions into Liverpool for April, 1929, as reported by the Liverpool Provision Trade Association:

	Apr. 1929	1928
Bacon, including shoulders .....	5,462,464	5,462,464
Hams .....	6,561,182	6,561,182
Lard, tons .....	2,435	2,435

The approximate weekly consumption ex-Liverpool stocks for the months given is reported as follows:

	Bacon, lbs.	Hams, lbs.	Lard, lbs.
April, 1929 .....	1,316,672	1,413,664	446
March, 1929 .....	1,291,472	1,020,656	390
April, 1928 .....	1,057,840	888,720	658

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 17, 1929, show exports from that country were as follows: To England, 153,365 quarters; to the Continent, 60,872 quarters.

Exports of the previous week were as follows: To England, 48,142 quarters; to the Continent, 33,767 quarters.

### DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ended May 11, 1929, were 5,176 metric tons, all to England.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, May 1 to May 15, 1929, 15,255,975 lbs.; tallow, none; greases, 1,333,000 lbs.; stearine, 40,000 lbs.

### HULL OIL MARKET.

Hull, England, May 15, 1929.—(By Cable.)—Refined cottonseed oil, 30s 3d; Egyptian crude cottonseed oil, 26s 6d.

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## Hide and Skin Markets

Chicago.

**PACKER HIDES** — A much better feeling is apparent in the packer hide market toward the close of the week. There was a fair movement during the week, around 75,000 hides reported sold. Killers accepted 1c less for May native steers early in the week, along with Aprils at the same figure, in order to clean out April stocks; however, later sales of straight Mays re-established the market at 14½c. An advance of 1c was paid late in the week for St. Paul heavy native cows, and the new price is reported bid for heavy cows from all points. Practically all descriptions moved with the exception of bulls, which lack interest. There is a general feeling abroad that advantage will be taken of the good demand for branded hides to ask higher prices next week.

In the South American market, sales were reported early in the week on frigorifico steers at the steady price of \$32.75 per 100 kilos, equal to 15½c at 15½c, c.i.f. New York. This news helped to establish confidence in this market, although South American market reported quiet balance of week.

Spready native steers quoted nominally 16½@17c. Heavy native steers sold early at 14c flat for Aprils and Mays; later, sales were made at 14½c for straight Mays, steady with last week, and at the close of the period one packer reported sales of Aprils at 14½c, flat. Couple cars of extreme native steers sold at 14½c for Mays and 14c for Aprils, steady.

Butt branded steers were sold at 13½c, Colorados at 13c. Heavy Texas steers sold at 13½c, light Texas steers at 13c, and one packer moved 1,000 extreme light Texas steers at 13½c, all steady prices.

Upwards of 12,000 heavy native cows sold early at 13½c, steady; later, 2,800 St. Pauls moved at 14c, re-establishing a differential here, while another packer reports a late bid of 14c for straight May, all points. Around 15,000 light native cows reported at 14½c for May.

Branded cows were in good demand and sold at 13½c, steady price.

Interest has been lacking in bulls; bids of 10c reported late in week for native bulls, some asking 10½c, others 11c. Branded bulls nominally 9@9½c.

**SMALL PACKER HIDES** — One local killer reports movement of 4,000 May hides at 14c for all-weight native steers and cows and 13½c for branded, steady price. Another local killer moved 7,500 May natives alone at 14c. A third killer moved around 11,000 May hides, here and at outside points, and couple cars of Aprils; local hides reported sold at 14c for May natives and 13c for branded, while outside May productions moved at 13½c for natives and 12½c for branded, and April productions of two outside plants understood to have brought 13c for natives and 13c for branded. Small packer bulls recently sold at 10c for native bulls and 9c for branded.

**HIDE TRIMMINGS** — Big packer hide trimmings quoted nominally \$35.00 @36.00; small packer trimmings about \$33.00@34.00 per ton, Chicago basis.

**COUNTRY HIDES** — Market on country hides about unchanged, but trading rather slow. Good all-weights sold at 11½c, selected, delivered, and this appears to be the full market. Heavy steers and cows sold recently at 10½c and 10¾c, with some holders asking 11c. Buff weights quoted 11½@12c asked; some claim to have declined bids at 11½c. Extremes appear to be rather slow at 13½@14c asked for 25/45 lb. weights, although some talk higher. Bulls offered at 8½c, selected. All-weight branded quoted 9½@10c, nom., less Chicago freight.

**CALFSKINS** — Another packer moved 8,000 April calfskins at the end of last week at steady price, 21c for northerns and 20c for southerns. One packer offering one car of April calf at 22c.

First-salted Chicago city calf quoted nominally at 18½c for straight weights 8 to 15 lb. Mixed cities and countries around 16@17c; straight countries around 15c. Chicago city light calf and deacons sold at \$1.45.

**KIPS SKINS** — Last confirmed trading on packer native kips was at 19c for April northerns, and 17c for northern over-weights; one packer moved 1,800 April over-weights, all southerns, at the end of last week at 16c, usual differential. Branded kips last sold at 15c.

First-salted Chicago city kips nominally 17c. Mixed cities and countries 15@15½c; straight countries 14@14½c.

Packer regular slunks were last sold at \$1.50 for regulars and 55c flat for hairless; regulars being offered at \$1.60.

**HORSEHIDES** — Market dull and straight city renderers quoted around \$5.25, ranging down to \$4.25@4.75 asked for mixed city and country lots.

**SHEEPSKINS** — Dry pelts quoted 18@20c per lb. One big packer moved 40,000 shearlings at \$1.15 flat, as they run, as against previous sales at \$1.30 for No. 1's and \$1.05 for No. 2's. Small packer shearlings quoted around \$1.00; city butchers 70@75c. Pickled skins about unchanged and fairly well sold up in some directions; last trading at Chicago was at \$8.00 per doz. straight run of packer lamb; quoted \$7.75@8.00 per doz. straight run at New York. Last trading at Chicago on graded skins was at \$7.87½ for ribby lambs, \$9.50 for blind ribby lambs, and \$8.75 for ribby sheep. One packer sold 2,500 doz. California spring lambs at \$8.50 flat at Chicago. Big packer wool lambs \$5.50 per cwt. live lamb last paid at Chicago, and \$2.00 per cwt. for California spring lambs.

**PIGSKINS** — No. 1 pigskin strips freely offered at 8c, last trading price. Gelatine stocks last sold at 5c for fresh frozen and 4½c for salted.

New York.

**PACKER HIDES** — Market quiet but steady, being well sold up earlier to first of May. Market quoted nominally on basis of western prices, 14½c for native steers, 13½c for butt branded steers and 13c for Colorados; last trading in native bulls was at 10½c.

**COUNTRY HIDES** — Market contin-

ues dull, with little interest shown during the week. Good 25/45 lb. extremes quoted nominally at 14c, with buyers' ideas 1c less; however, some dealers talk higher than 14c for choice extremes. Buff weights generally quoted 11½@12c, top figure asked.

**CALFSKINS** — No further open trading reported on city calfskins. Last quotations being repeated, with \$1.90 asked for 5/7's, \$2.30 asked for 7-9's, and last trading in 9-12's at \$2.90. Kips appear to be fairly well cleaned up, with last trading in 12/17 veal kips at \$3.25.

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended May 11, 1929, were 4,249,000 lbs.; previous week, 5,032,000 lbs.; same week last year, 4,078,000 lbs.; from January 1 to May 11 this year, 74,486,000 lbs.; same period a year ago, 91,697,000 lbs.

Shipments of hides from Chicago for the week ended May 11, 1929, were 3,868,000 lbs.; previous week, 4,151,000 lbs.; same week last year, 5,055,000 lbs.; from January 1 to May 11 this year, 81,560,000 lbs.; same period a year ago, 92,986,000 lbs.

### GOAT AND KID SKIN STOCKS.

Goat and kid skin stocks held by tanners in this country on March 31, 1929, totaled 6,491,696 skins, against 6,057,677 on Feb. 28, and 5,735,837 on March 31, 1928.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended May 17, 1929, with comparisons, are reported as follows:

#### PACKER HIDES.

	Week ended May 17, '29.	Prev. week.	Cor. week, 1928.
Spr. nat.			
strs. ....	16½@17n	16 @16½n	27½@28n
Hvy. nat. stra.	@14½	14 @14½	
Hvy. Tex. stra.	@13½	@13½	@24
Hvy. butt brnd'd			
strs. ....	@13½	@13½	@24
Hvy. Col. stra.	@13	@13	
Ex-light Tex.			
strs. ....	@13½	@13½	@23½
Brnd'd. cows.	@13½	@13½	@23½
Hvy. nat.			
cows ....	13½@14b	@13½	23½@24n
Lt. nat. cows	@14½	14 @14½	@24
Nat. bulls ..	10@10½ax	9½@10n	20 @20½n
Brnd'd. bulls.	9 @ 9½n	8½@9n	@20
Calfskins ...	@21	@21	@31
Kips, nat. ...	@19	@19	@29
Kips, ov-wt.	@17	@17	@27n
Kips, brnd'd.	@15	@15	25 @26n
Slunks, reg.	@1.50ax 1.40@21.50n	1.65@1.70	
Slunks, hrs.	@55ax 56	@56n	@70n

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

#### CITY AND SMALL PACKERS.

Nat. all-wts.	@14	@14	@24n
Brnd'd. ....	@13½	@13½	@23½n
Nat. bulls ..	@10	9½@10n	@20n
Brnd'd. bulls.	@ 9	8½@ 9n	@19n
Calfskins ...	@18½@14	13½@14½	@24ax
Bulls .....	8 @ 8½	8 @ 8½n	16 @16½n
Kips .....	@17n	17 @17½	@26n
Slunks, reg.	@1.25	@1.25	1.40@1.50n
Slunks, hrs.	@35	@35	@70

#### COUNTRY HIDES.

Hvy. stra. ....	10½@10½	10½@11	21½@22n
Hvy. cows ....	10½@10½	10½@11	20 @20½
Buffs .....	11½@12	11½@12	@22ax
Extremes ...	18½@14	13½@14½	@24ax
Bulls .....	8 @ 8½	8 @ 8½n	16 @16½n
Calfskins ...	@15n	@15n	@24n
Kips .....	@14n	@14n	23 @24n
Light calf ..	.90 @ 1.00	.90 @ 1.00	1.75@1.90
Deacons ..	.90 @ 1.00	.90 @ 1.00	1.75@1.90
Slunks, reg. ....	@60	@60	75 @ 1.00
Slunks, hrs. ....	@20	@20	25 @ 30
Horsehides ..	4.25@5.50	4.25@5.50	7.50@8.75
Hogskins ....	@60 @70	@60 @70	75 @ 85

#### SHEEPSKINS.

Pkr. lambs. ....	1.90@2.40	1.90@2.40	3.50@4.00
Sml. pkr.			
lambs ....	1.75@2.25	1.75@2.25	3.50@4.00
Pkr. shearlings. ....	@1.15	1.05@1.30	1.25@1.35
Dry pelts ....	@18	@20	30 @32

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, May 16, 1929.

**CATTLE**—Compared with a week ago: Few outstanding loads strictly choice light and medium weight steers, 10@15c higher; general market on steers and yearlings steady to 25c lower, mostly 15@25c off on medium to good grades, with inbetween heavies showing most decline; better grade fat cows, kinds to sell at \$10.00 upward, steady; others, weak to 25c lower, cutters selling about steady; bulls, 25@40c higher, and vealers largely \$1.00 lower. Week's extreme top, \$15.15; several loads, \$15.00, scaling 883 to 1,194 lbs.; medium weights, \$14.75; heavies, \$14.65, with very few big weights above \$14.00, most 1,500 to 1,600 lb., steers selling at \$13.50@14.00. Lower grades all killing classes are still costing out-of-line prices compared with better grades.

**HOGS**—Prices declined consistently in the course of the week. In comparison with last Thursday, weight averages over 160 lbs., mostly 60c lower; lighter weights, 25@40c lower; packing sows, 50c lower. Shipping demand narrow. Local buyers were consistently bearish, but undertone of trade improved at decline. Today's top, \$11.15, very few loads above \$11.00; bulk of good and choice 160 to 220-lb. weights, \$10.75@11.00; 230- to 270-lb. averages, \$10.50@10.75; 290- to 340-lb. weights, \$10.25@10.50; 130- to 150-lb. weights, \$10.35@10.85; pigs, mostly \$9.50@10.25; bulk packing sows, \$9.50@9.75; a few smooth lightweights up to \$10.00.

**SHEEP**—Large mid-week supplies prompted sharp price declines and slow markets, old crop lambs predominating in salable supply. California springers made up bulk of directs. Compared with last Thursday: Lambs, largely \$1.00 lower; springers, 50@75c

off; fat ewes, steady. Tops: Fat woolled lambs early, \$16.25; late, \$15.35; clipped lambs early, \$15.00; late, \$13.75; springers early, \$17.75; late, \$16.85; shorn ewes, \$7.50. Late bulks: Woolled lambs, \$15.00; shorn, \$13.00@13.50; springers, \$16.50@16.75; fat ewes, \$6.00@7.00.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., May 16, 1929.

**CATTLE**—Most classes of fed steers and yearlings held at steady levels for the past week, with some strength shown on the choice grades of lightweight yearlings. Heavy matured beesves, on the other hand, were slow to sell, although the supply was rather limited. Fed heifers and the better grades of fat cows are mostly steady, but the lower grades closed weak to 25c off. Choice yearling steers and mixed steers and heifers reached \$14.75 during the week, and best light and medium weights stopped at \$14.30. Best heavies stopped at \$13.75, and the bulk of the fed arrivals cleared from \$12.50@14.00. Bulls are steady to 25c lower, and vealers are 50c lower, with the late top at \$13.00.

**HOGS**—All buying interests continue bearish toward the fresh supplies of hogs, and declines of 25@30c were registered on practically all grades and weights. Big packers were more aggressive than usual and were good buyers at times. Shippers have taken the bulk of the good to choice light and medium weight arrivals. This forced local killers to fill their orders with the weightier offerings. The late top rested at \$10.60 on choice 190- to 240-pound weights. Packing grades are 25c lower, selling from \$9.50 down.

**SHEEP**—Values on all killing classes of both sheep and lambs were under pressure and declines of 75c@\$1.00

were enforced during the week. Present prices on most classes are at the low point of the year. At the close shippers paid up to \$16.40 for choice Arizona springers, while a comparable kind went to packers at \$15.75. Best woolled lambs stopped at \$14.10, while shorn offerings brought \$13.15. Arizona shorn ewes sold at \$6.15 on the final session.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, May 16, 1929.

**CATTLE**—Fed steers and yearlings found a very uneven market during the week, but with the trend to prices mostly weak to lower on the general run of offerings, prices show a decline for the week of 25@40c, although good and choice weighty steers held mostly steady, as well as the strictly choice offerings of all weights. Heifers show a decline of 25@40c, and other killing classes show very little change. Weighty steers, 1,403 lb., earned \$14.00; medium weights, 1,222 lbs., \$14.50, and around 1,100-lb. weights, \$14.60.

**HOGS**—Bearish influences have governed the market for hogs. Despite only moderate receipts here and elsewhere, the trend to values has been sharply lower. Narrow shipping inquiry has had its effect, and the control of the situation has been largely in the hands of the large packers. A comparison Thursday with Thursday uncovers a net decline of 25@40c. Thursday's top, \$10.50, was reached on 200- to 230-lb. butchers.

**SHEEP**—Heavy liquidation of California spring lambs, here and at other leading market centers, gave buyers the advantage, and sharp price breaks developed on all slaughter lambs. The decline is uneven for the period, quoted 50c@\$1.00, with fed clipped lambs showing the brunt of the decline. Matured sheep are 25@50c lower. A spread of \$15.75@16.50 took the good

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and choice California springers, with fed woolled lambs, \$14.00@14.75. Fed clipped lambs \$12.85@13.25 at the close of this period. Shorn ewes are now finding outlet largely \$5.50@6.00; a few light shorn ewes up to \$6.50.

### ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., May 16, 1929.

**CATTLE**—A relatively heavy influx of medium and heavy weight steers this week afforded buyers a chance to select such kinds on a weak to 25c lower basis, with spots off more on heavy steers. Light weight steers and yearlings ruled about steady. Strictly choice light mixed yearlings and heifers recorded no change, while lower grade descriptions dropped 25@40c. Top heifers landed \$15.00. Bulk of fat kinds brought \$13.85@14.75, while medium fleshed mixed yearlings and heifers made \$12.25@13.25. Steer yearlings weighing 805 lb. scored \$14.60 as high, while best matured steers landed \$14.15. The majority of steers cashed at \$12.00@14.00. Cows and all cutters sold at the same price levels as a week ago, while medium bulls slumped 25@50c. Top cows reached \$12.00, with bulk of matrons claiming \$9.00@10.75. Low cutters, largely \$5.75@7.00. Medium bulls and vealers dropped 50c during the week, top bulls recording \$9.75 and best vealers \$14.00 today.

**HOGS**—Increased receipts of hogs around the market circuit and decreased local shipments resulted in a 50c decline in hog prices for the Thursday to Thursday period. Today's trade was 15c lower. Bulk light and butcher hogs, \$10.70@10.85; top, \$10.90; packing sows, \$9.35@9.40.

**SHEEP**—Lambs dropped off 25c during the week under review, sheep holding steady. Clipped lambs sold today at \$13.50@13.75; top, \$14.00. Packers paid \$16.25@16.50 for spring lambs, and \$5.50@6.50 for shorn ewes.

### SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., May 16, 1929.

**CATTLE**—Irregular fluctuations brought declines in beef steers and yearling values. Better grades indicated less alteration, and plainer offerings showed 25c downturns, especially anything with weight. Yearlings and a few medium weight beefees topped at \$14.40; heavy bullocks scored \$14.25, and \$12.75@14.00 took the majority of fat steers and yearlings. Slaughter she stock found uneven demands. Better grade cows advanced 25c, with others steady to easy, while heifers remained mostly unchanged. Choice light weight heifers ranged up to \$14.25, and beef cows bulked at \$9.50@11.00. Bulls averaged steady, and heavy medium grades sold up to \$9.75. Vealers declined fully 50c, and the top dropped to \$13.50.

**HOGS**—Slaughter classes netted 25@40c losses. Choice 200- to 230-lb. weights topped late at \$10.50. Good and choice 180- to 260-lb. butchers sold largely at \$10.25@10.50, and most 270- to 340-lb. weights brought \$9.75@10.25. Packing sows bulked at \$9.00@9.40.

**SHEEP**—Fat lambs dropped to new low levels for the year following fresh 75c to \$1.00 declines. Choice woolled westerns reached \$15.00 early, with little above \$14.50 late. Clippers topped at \$13.90 early, and choice lightweights were quoted around \$13.25 at the close. Fat ewes declined 25c, and shorn kinds sold up to \$6.50.

### ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., May 15, 1929.

**CATTLE**—In line with outside conditions, values here tended lower during the current week in the cattle division, all classes ruling weak to 25c lower. Choice yearlings reached \$14.25; heavy steers, \$14.00 and the bulk of all steers and yearlings, \$12.50@13.50. Beef cows sold largely at \$8.75@10.25; heifers, \$10.25@11.75; cutters, \$6.50@7.50; bulls, \$9.00@9.50. Vealers dropped to new low levels of \$11.00@11.50 for the bulk.

**HOGS**—An uneven market ruled for hogs, heavier weights being penalized 15@25c, while lights and light lights ruled steady to 10c higher. As a result, a wide price spread prevails, desirable 160@220-lb. weights selling at \$10.65@10.75; 230@260-lb. averages, \$10.50@10.60; heavier weights, \$10.00@10.25. Packing sows sold at \$9.00@9.25 and pigs at \$11.00.

**SHEEP**—Lamb values broke 50c, 74-lb. clipped lambs today turning at \$13.75, plainer kinds to \$12.00. Sheep worked lower in sympathy, shorn ewes selling at \$6.00@6.50 and shorn bucks at \$4.50.

Imports of bones, hoofs and horns, unmanufactured, into this country during March, 1929, totalled 3,458,894 lbs. valued at \$66,617, against 11,485,214 the previous March.

For the first three months of this year, imports of these products amounted to 8,867,755 lbs. valued at \$161,754, compared with 20,490,418 lbs. valued at \$269,510 the previous year.

### RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets, week ended May 11, 1929, with comparisons:

	Cattle.*	Hogs.	Sheep.
Week ended May 11	201,000	529,000	200,000
Previous week	222,000	643,000	228,000
1928	210,000	588,000	271,000
1927	235,000	621,000	235,000
1926	266,000	565,000	233,000
1925	234,000	538,000	202,000

	Hogs.
Week ended May 11	435,000
Previous week	546,000
1928	503,000
1927	545,000
1926	487,000
1925	465,000

	Cattle.*	Hogs.	Sheep.
Week ended May 11	143,000	377,000	222,000
Previous week	155,000	454,000	247,000
1928	146,000	486,000	207,000
1927	175,000	465,000	183,000
1926	206,000	418,000	183,000
1925	177,000	399,000	206,000

\*Calves at Omaha, St. Louis and St. Joseph, counted as cattle previous to 1927.

### U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at seven centers during the week ended Friday, May 10, 1929, with comparisons:

	Wk. ended May 10,	Prev. week.	Cor. wk., 1928.
Chicago	101,072	134,920	99,970
Kansas City, Kans.	55,932	69,090	67,948
Omaha	35,542	44,087	40,376
"St. Louis	55,582	57,454	55,720
Sioux City	19,617	29,408	29,580
St. Paul	30,906	42,348	40,277
New York City	31,628	31,484	30,773

\*Includes East St. Louis, Ill.

### BUFFALO LIVESTOCK REPORT.

Corrections have been received to the report of receipts and disposition of livestock at Buffalo, N. Y., during April, 1929, issued by the U. S. Bureau of Agricultural Economics and published in THE NATIONAL PROVISIONER on May 11. The correct data on sheep is as follows: Total receipts, 75,910; total shipments, 69,246; local slaughter, 10,358.

What precautions should be observed in cooking blood? Ask "The Packer's Encyclopedia."

**KENNETH-MURRAY**  
Live Stock Buying Organization

May 18, 1929.

## RECEIPTS AT CENTERS

SATURDAY, MAY 11, 1929.

	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.
Chicago	200	5,000	10,000	Kansas City	7,000	17,000	15,000	Kansas City	7,000	25,000	15,000
Kansas City	600	2,000	200	Omaha	6,000	9,000	9,000	Omaha	2,000	10,000	7,000
Omaha	50	3,500	2,500	St. Louis	7,000	12,000	16,000	St. Louis	2,500	9,500	12,000
St. Louis	200	4,500	300	St. Joseph	3,200	13,500	2,000	St. Joseph	2,000	15,000	2,400
St. Joseph	100	3,500	1,500	Saint Paul	2,500	5,000	4,500	Saint Paul	1,500	6,500	5,000
Saint Paul	100	3,000	400	St. Paul	4,000	7,500	4,000	Oklahoma City	2,000	6,500	2,800
St. Paul	300	1,000	400	Oklahoma City	2,000	4,000	500	Oklahoma City	500	2,400	100
Oklahoma City	100	1,100	400	Fort Worth	2,000	1,000	1,200	Fort Worth	2,000	1,000	200
Fort Worth	200	500	500	Milwaukee	800	1,200	5,700	Milwaukee	600	1,800	100
Milwaukee	15	1,200	1,200	Denver	400	1,200	5,700	Denver	900	700	4,700
Denver	75	7,000	7,000	Louisville	400	1,800	200	Louisville	300	1,000	600
Louisville	100	800	100	Wichita	400	1,800	200	Wichita	300	2,200	500
Wichita	200	1,200	100	Indianapolis	1,000	7,000	100	Indianapolis	600	7,000	100
Indianapolis	100	2,300	100	Pittsburgh	100	700	300	Pittsburgh	2,400	500	Brennan
Pittsburgh	100	1,000	200	Cincinnati	300	3,000	300	Cincinnati	300	2,700	300
Cincinnati	100	1,000	100	Buffalo	100	800	100	Buffalo	100	1,600	100
Buffalo	100	200	200	Cleveland	200	1,500	600	Cleveland	300	2,000	1,100
Cleveland	100	500	100	Nashville	300	1,400	200	Nashville	400	1,100	500
Nashville	200	1,200	100	Toronto	2,200	1,200	100	Toronto	800	100	...
Toronto	800	100	...								

MONDAY, MAY 13, 1929.

WEDNESDAY, MAY 15, 1929.

	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.
Chicago	16,000	32,000	17,000	Chicago	6,000	16,000	16,000	Kansas City	2,000	13,000	14,000
Kansas City	9,000	8,000	11,000	Kansas City	7,000	13,000	10,000	Omaha	600	6,000	2,000
Omaha	8,000	13,000	16,000	Omaha	6,000	12,000	9,000	St. Louis	800	12,500	1,500
St. Louis	1,700	10,000	400	St. Louis	2,500	14,000	2,500	St. Joseph	400	4,000	4,000
St. Joseph	2,600	2,000	9,000	St. Joseph	1,500	6,500	5,000	Sioux City	1,000	5,500	1,000
Sioux City	3,000	8,000	3,000	Sioux City	2,500	7,000	1,000	St. Paul	2,000	4,500	100
St. Paul	4,700	9,000	600	St. Paul	2,500	8,500	1,500	Oklahoma City	400	2,300	...
Oklahoma City	400	2,200	...	Oklahoma City	700	2,100	1,000	Fort Worth	1,600	1,000	1,700
Fort Worth	5,600	1,000	3,600	Fort Worth	4,200	1,800	2,900	Milwaukee	200	600	100
Milwaukee	300	800	100	Milwaukee	400	1,000	200	Denver	2,300	400	2,300
Denver	3,200	600	5,500	Denver	1,300	800	4,700	Wichita	2,000	2,600	400
Louisville	500	1,400	500	Louisville	200	900	400	Indianapolis	600	7,000	200
Wichita	1,600	3,100	300	Wichita	500	2,900	200	Pittsburgh	400	2,300	...
Indianapolis	500	4,000	100	Indianapolis	1,200	9,000	100	Cincinnati	200	2,800	2,000
Pittsburgh	700	4,500	3,500	Pittsburgh	1,800	800	...	Buffalo	200	1,200	500
Cincinnati	1,000	3,100	300	Cincinnati	300	3,900	200	Cleveland	200	1,200	500
Buffalo	1,900	8,500	4,200	Buffalo	100	1,000	200	New York & Jersey City	5,983	8,507	10,237
Cleveland	800	3,000	2,400	Cleveland	200	1,900	700	Oklahoma City	3,783	2,651	2,026
Nashville	700	1,800	400	Nashville	200	1,400	500	Cincinnati	2,865	2,981	2,457
Toronto	3,800	1,000	100	Toronto	1,700	1,500	100	Denver	4,262	3,505	...

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, May 16, 1929, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

HOGS (Soft or oily hogs and roasting pigs excluded):		CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL
Hvy. wt. (250-350 lbs.)	med-ch.	\$10.15@10.80	\$10.55@10.80	\$ 9.60@10.35	\$10.00@10.50	\$ 9.50@10.25
Med. wt. (200-250 lbs.)	med-ch.	10.35@11.00	10.65@10.85	9.80@10.50	10.40@10.60	9.85@10.60
Lt. wt. (160-200 lbs.)	com-ch.	10.00@11.00	10.50@10.90	9.40@10.60	10.35@10.60	10.25@10.60
Lt. lt. (130-160 lbs.)	com-ch.	9.60@11.00	10.25@10.85	9.25@10.50	10.10@10.60	10.35@10.60
Packing sows, smooth and rough		9.35@10.00	9.10@9.50	8.75@9.50	8.60@9.50	8.75@9.50
Strt. pigs (130 lbs. down)	med-ch.	9.00@10.65	9.00@10.50	9.25@10.65	10.50@11.00	10.75@10.65
Avg. cost & wt., Wed. (pigs excl.)		10.77@248 lb.	10.85@213 lb.	10.19@249 lb.	10.43@230 lb.	10.32@252 lbs.

## SLAUGHTER CATTLE AND CALVES:

STEERS (1,500 LBS. UP):		CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL
Good-ch.		13.25@14.65	...	...	...	...
STEERS (1,300-1,500 LBS.):		14.00@14.90	13.50@14.25	13.50@14.25	13.25@14.00	13.00@14.15
Good...		13.25@14.25	12.75@13.50	12.75@13.50	12.50@13.25	12.65@13.25
STEERS (1,100-1,300 LBS.):		14.25@15.00	13.60@14.50	13.50@14.50	13.25@14.35	13.25@14.40
Good...		13.25@14.25	12.85@13.75	12.75@13.50	12.75@13.65	12.60@13.50
STEERS (950-1,100 LBS.):		14.50@15.15	14.00@15.00	13.75@14.60	13.65@14.75	13.75@14.65
Good...		13.35@14.50	13.00@14.00	12.75@13.75	13.00@13.75	12.75@13.75
STEERS (800 LBS. UP):		12.50@13.35	12.00@13.25	11.75@12.75	11.75@13.00	11.90@12.75
Medium...		10.75@12.50	9.75@12.25	9.50@11.75	9.50@11.75	9.25@11.75
Common...		12.50@13.35	12.00@13.25	11.75@12.75	11.75@13.00	11.90@12.75
STEERS (FED CALVES AND YEARLINGS (750-950 LBS.):		14.25@15.25	14.00@15.00	13.75@14.75	13.75@14.75	14.00@14.75
Choice...		13.50@14.50	13.25@14.25	12.75@13.75	13.00@13.75	13.25@14.40
Good...		13.25@14.25	12.85@13.75	12.75@13.50	12.75@13.65	12.60@13.50
HEIFERS (850 LBS. DOWN):		14.00@14.75	14.00@14.00	13.00@14.00	13.25@14.30	13.25@14.40
Good...		13.00@14.00	13.00@14.25	11.75@13.00	12.00@13.50	12.00@13.25
Common-med...		9.25@13.00	9.00@13.00	8.75@11.75	8.75@12.25	8.50@12.00
HEIFERS (850 LBS. UP):		12.50@14.50	12.00@14.00	11.50@13.50	11.75@13.75	11.50@13.25
Good...		11.50@14.00	11.00@13.50	10.75@12.75	10.75@13.25	10.25@12.50
Medium...		10.50@13.00	9.50@12.75	9.50@12.75	9.50@12.75	9.25@12.50
Medium-med...		7.75@9.75	8.50@10.00	8.25@ 9.50	8.00@ 9.50	7.25@ 9.50
Low cutter and cutter...		6.00@ 7.75	5.00@ 8.50	6.25@ 8.25	6.00@ 8.00	6.00@ 7.75
BULLS (YEARLING EXC.):		10.00@11.50	9.75@11.00	9.75@10.75	9.50@10.50	9.60@10.25
Cutter-med...		8.00@10.25	7.50@ 9.75	8.00@ 9.75	7.50@ 9.50	7.50@ 9.00
CALVES (500 LBS. DOWN):		9.00@11.00	9.75@11.40	10.00@13.00	9.00@13.00	9.00@12.00
Medium-ch...		7.00@ 9.00	6.50@ 9.75	6.50@10.00	6.00@ 9.00	7.50@ 9.00
Cull-common...		7.00@ 9.00	6.00@10.00	6.00@ 9.50	6.00@ 8.50	7.50@ 9.00
VEALERS (MILK-FED):		10.00@14.50	12.50@14.00	10.50@14.00	10.00@13.00	10.50@12.50
Good-ch...		9.00@10.00	10.00@12.50	9.50@10.50	8.50@10.00	9.00@10.50
Medium...		9.00@10.00	10.00@12.50	9.50@10.50	8.50@10.00	9.00@10.50
Cull-common...		7.00@ 9.00	6.00@10.00	6.00@ 9.50	6.00@ 8.50	7.50@ 9.00
SLAUGHTER SHEEP AND LAMBS:		10.00@14.50	12.50@14.00	10.50@14.00	10.00@13.00	10.50@12.50
Lambs (84 lbs. down) good-ch.		10.00@17.00	12.50@17.00	10.50@16.50	10.00@16.40	12.50@17.25
Lambs (92 lbs. down) med...		12.75@15.00	13.00@14.50	13.00@14.50	11.75@13.75	11.75@12.50
Lambs (all weights) com-com...		12.75@13.85	13.25@14.00	12.50@13.25	11.75@13.00	9.50@11.75
Yearling wethers (110 lbs. down) medium-choice...		11.75@13.00	12.00@13.25	12.00@12.75	11.00@12.00	12.50@13.25
Ewes (120 lbs. down) med-ch...		11.50@13.75	11.75@13.75	12.00@12.85	11.25@12.75	11.75@12.50
Ewes (120-150 lbs.) med-ch...		9.00@11.75	9.00@12.00	9.50@12.00	8.50@11.00	10.50@12.50
Ewes (all weights) com-com...		9.00@12.50	9.00@12.25	8.50@11.75	8.50@11.25	10.50@12.50

SLAUGHTER SHEEP AND LAMBS:		CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL
Lambs (84 lbs. down) good-ch.		10.00@17.00	12.50@17.00	10.50@16.50	10.00@16.40	12.50@17.25
Lambs (92 lbs. down) med...		12.75@15.00	13.00@14.50	13.00@14.50	11.75@13.75	11.75@12.50
Lambs (all weights) com-com...		12.75@13.85	13.25@14.00	12.50@13.25	11.75@13.00	9.50@11.75
Yearling wethers (110 lbs. down) medium-choice...		11.75@13.00	12.00@13.25	12.00@12.75	11.00@12.00	12.50@13.25
Ewes (120 lbs. down) med-ch...		11.50@13.75	11.75@13.75	12.00@12.85	11.25@12.75	11.75@12.50
Ewes (120-150 lbs.) med-ch...		9.00@11.75	9.00@12.00	9.50@12.00	8.50@11.00	10.50@12.50
Ewes (all weights) com-com...		9.00@12.50	9.00@12.25	8.50@11.75	8.50@11.25	10.50@12.50

TUESDAY, MAY 14, 1929.

THURSDAY, MAY 16, 1929.

FRIDAY, MAY 17, 1929.

	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.

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May 18, 1929.

## THE NATIONAL PROVISIONER

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, May 11, 1929, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,400	2,900	22,829
Swift & Co.	4,377	3,940	25,438
Morris & Co.	2,206	3,480	1,277
Wilson & Co.	4,123	3,269	6,201
Anglo-Amer. Prov. Co.	853	0.702	...
G. H. Hammond Co.	1,819	1,563	...
Libby, McNeill & Libby.	516	...	...
Brennan Packing Co.	7,257	hogs	Independent Packing Co., 1,142 hogs; Boyd, Lunham & Co., 1,81 hogs; Western Packing & Provision Co., 6,315 hogs; Agar Packing Co., 4,004 hogs; others, 18,900 hogs.
Totals: Cattle, 19,354; calves, 16,005; hogs, 56,735; sheep, 53,740.			

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,069	766	4,540	1,220
Cudahy Pkg. Co.	2,579	587	3,050	5,719
Fowler Straub Co.	712	...	...	...
Morris & Co.	1,846	552	2,243	2,016
Swift & Co.	2,834	695	9,068	10,286
Wilson & Co.	3,112	519	2,436	6,108
Others	792	85	2,040	183
Total	13,944	3,204	23,378	25,532

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	5,713	6,740	6,327
Cudahy Pkg. Co.	4,339	5,790	7,674
Dold Pkg. Co.	1,055	5,089	...
Morris & Co.	3,115	1,741	3,473
Swift & Co.	5,423	5,128	13,514
Eagle Pkg. Co.	18	...	...
M. Glassburg	1	...	...
Hoffman Bros.	11	...	...
Mayrowich & Vall	3	...	...
Omaha Pkg. Co.	52	...	...
So. Omaha Pkg. Co.	31	...	...
Lincoln Pkg. Co.	185	...	...
Morrell Pkg. Co.	151	...	...
Nagle Pkg. Co.	305	...	...
Sinclair Pkg. Co.	458	...	...
Wilson & Co.	667	...	...
Others	23,522	...	...
Total	21,610	48,010	30,988

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,282	1,228	3,850	1,232
Swift & Co.	1,863	2,636	5,604	1,456
Morris & Co.	1,139	871	1,967	96
East Side Pkg. Co.	836	...	5,397	...
Amer. Pkg. Co.	133	163	1,401	39
Others	3,000	1,538	10,400	2,116
Total	8,262	6,436	28,628	4,939

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,295	715	7,561	17,186
Armour and Co.	1,630	422	3,738	6,409
Morris and Co.	1,123	203	4,100	2,782
Others	3,233	260	8,530	2,982
Total	8,281	1,600	23,927	29,300

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Onday Pkg. Co.	2,621	205	6,067	1,389
Armour and Co.	2,912	227	5,750	3,661
Swift & Co.	2,100	214	3,803	2,591
Smith Bros.	3	52	...	...
Others	1,917	59	16,282	...
Total	9,759	708	31,484	7,335

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,044	754	3,838	77
Wilson & Co.	1,141	671	3,825	144
Others	98	...	496	...
Total	2,283	1,425	8,150	221

Not including 75 cattle and 3,929 hogs bought direct.

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	878	332	5,532	1,661
Jacob Dold Co.	399	20	3,876	15
Fred W. Dold	39	...	227	...
Wichita D. B. Co.	25	...	...	...
Dunn-Ostertag	118	...	...	...
Keefe-LeStourgeon	26	...	...	...
Total	1,486	352	9,635	1,676

Not including 89 cattle and 7,847 hogs bought direct.

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,755	197	1,881	8,006
Armour and Co.	1,704	102	2,642	7,025
Blayne-Murphy	396	83	1,893	...
Others	844	350	2,774	484
Total	4,699	732	9,190	15,615

## THE NATIONAL PROVISIONER

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,856	4,586	9,080	936
Cudahy Pkg. Co.	500	1,216	...	...
Hertz Bros.	108	27	...	...
Swift & Co.	4,212	6,897	12,367	2,857
United Pkg. Co.	1,362	184	...	...
Others	942	45	11,890	...
Total	9,975	12,955	33,355	3,793

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,843	6,900	8,659	541
United D. B. Co.	49	...	...	...
The Layton Co.	...	...	996	...
Armour and Co.	666	3,494	...	...
N.Y.B.D.M. Co.	35	...	...	...
Others	498	668	134	66
Total	3,189	11,107	9,870	607

	Cattle.	Calves.	Hogs.	Sheep.
KINGMAN & CO.	1,147	3,590	17,590	1,389
Armour and Co.	397	35	1,408	20
Ind'l's Abt. Co.	1,074	124	477	...
Hilgemeyer Bros.	4	...	1,396	...
Brown Bros.	113	18	192	...
Schussler Pkg. Co.	11	...	420	...
Ind. Prov. Co.	31	7	351	7
Meier Pkg. Co.	96	18	254	...
Art Wabnitz	15	47	...	80
Maas Hartman Co.	20	5	...	...
Hoosier Abt. Co.	18	...	...	...
Miscellaneous	365	95	390	166
Total	4,295	4,044	33,162	1,909

	Cattle.	Calves.	Hogs.	Sheep.
Ideal Pkg. Co.	68	20	107	...
C. A. Freund	5	...	326	...
S. W. Galls Sons	49	...	32	...
J. Hilberg & Son	81	113	55	...
E. Kahn's Sons Co.	822	511	387	113
Kroger G. & B. Co.	51	154	2,236	...
Lohrey Pkg. Co.	4	...	300	...
H. H. Meyer Co.	110	...	444	...
W. G. Rehn's Sons	110	87	...	...
A. Sander Pkg. Co.	5	...	1,370	...
J. Schaefer's Sons	175	220	1,366	...
J. & F. Schaefer Co.	12	...	1,979	...
J. Vogel & Son	9	...	422	...
John F. Stegner	181	196	...	6
Frontier	229	1,783	5,619	496
Total	108,934	115,416	109,476	...

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	19,354	19,861	22,161	...
Kansas City	13,944	16,349	14,857	...
Omaha (incl. calves)	21,610	22,892	22,623	...
St. Louis	8,263	8,792	7,731	...
St. Joseph	8,281	7,943	9,237	...
Sioux City	9,759	10,989	10,122	...
Oklahoma City	2,283	1,504	2,000	...
Wichita	1,498	1,378	1,201	...
Denver	4,699	4,282	4,282	...
St. Paul	9,975	11,151	10,761	...
Milwaukee	3,189	3,437	2,987	...
Indianapolis	4,295	5,215	4,276	...
Cincinnati	1,797	1,823	1,570	...
Wichita	6,635	8,812	18,144	...
Denver	9,190	6,673	...	...
St. Paul	33,355	39,026	42,367	...
Milwaukee	9,870	17,071	9,146	...
Indianapolis	33,162	33,577	26,001	...
Cincinnati	13,360	17,183	15,654	...
Total	328,893	370,208	443,790	...

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	53,740	50,495	53,403	...
Kansas City	25,532	32,284	26,079	...
Omaha	30,988	39,246	30,866	...
St. Louis	4,939	6,399	6,407	...
St. Joseph	29,300	38,914	26,678	...
Sioux City	7,385	6,300	1,838	...
Oklahoma City	221	182	542	...
Wichita	1,676	1,996	1,286	...
Denver	15,615	11,938	...	...
St. Paul	3,793	2,263	1,993	...
Milwaukee	607	496	182	...
Indianapolis	1,900	8,818	829	...
Cincinnati	1,164	626	645	...
Total	176,828	203,604	150,748	...

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 6	14,745	5,425	41,308	21,487
Tues., May 7	9,014</			



## Lucky Fish

THEY never know it—but the six cooling rooms of the Bay State Fishing Company are cooled in a new and modern manner by the York Air-Cooling Unit. It does away with pipe coils, excess moisture, uncertainties of temperature and a host of attending ills.

The operation is all within one casing. Installation is a mere matter of connection to refrigerant and electric lines.

Lucky fish! They're well cared for. Always fresh, but never frozen.



*Plant of the Bay State Fishing Company. This great company, owners and advertisers of the famous 40 Fathom Fish brand, have their own fleet of fishing boats. After the fish are cleaned they are packed in tin cans and buried into the cooling rooms where they are kept at a point just above freezing.—"Fresh Fish—Never Frozen."*

For meats, fish and provisions of all kinds, York Air-Cooling Units represent an unprecedented advance in cooling practice. York engineers in principal cities can give you all the facts. Address York Heating &

Ventilating Corporation, 1569 Sansom Street, Philadelphia.

**YORK**  
Air-Cooling Unit

**YORK HEATING & VENTILATING CORPORATION**  
**PHILADELPHIA**

### SPRING

The spring meeting of the Society of Engineers will be held at the State College, Pa., May 1929. All meetings will be held in the Auditorium, and equipment and machinery will be exhibited.

In addition to the regular sessions there will be afternoon meetings which are important parts of the program.

Papers to be presented will cover current practices in economic problems, as well as in building, planning, machine tools, and aerated train freight car meeting by the Heating & Ventilating & Sanitary Engineers of America.

### HANDLING & PRESERVATION

Good handling of the product to the success of cold storage speaker at venting.

Too much heat keeps the product times. The product is kept in the where true.

The walls are well protected by protective materials. Inspected frequently or any other time. These cracks are protective and insulating.

Moisture insulating its insulation material eventually but increases.

When the walls are emptied the cleaned and placed in the ceiling space and given a Whitewash treatment. best deodorant plant, since it gets out vermin sweet and

Uniform the cold storage most essential condition of air in the goods. Since of gases stored, it is a certain amount.

# Ice and Refrigeration

## SPRING MEETING OF A. S. R. E.

The spring meeting of the American Society of Refrigerating Engineers will be held at Pennsylvania State College, State College, Pa., from June 19-22, 1929. All technical meetings will be held in the Assembly Room of Varsity Hall, and the exhibition of mechanical equipment for the refrigeration industry will be located in the Mechanical Engineering Laboratory and Thermal Plant of the college.

In addition to demonstrations of testing machinery and of heat transmission investigations, scheduled for the afternoon of June 20, several technical meetings will be held. One of the most important of these will be in the nature of a symposium on refrigerated transport.

Papers to be read at this symposium will cover the following subjects: Current practice in transit refrigeration; economic factors in handling perishables by rail; practice in food handling; practice in refrigerator car design; machinery for pre-cooling stations, and research studies on refrigerated trains. A silica gel refrigerated freight car will be exhibited at the meeting by courtesy of the Safety Car Heating & Lighting Co., New Haven, Conn.

## HANDLING PERISHABLE GOODS.

Good housekeeping is the watchword to the successful operation of every cold storage plant, according to a speaker at the nineteenth annual convention of the N. A. P. R. E.

Too much care cannot be given to keep the storage rooms clean at all times. The floors should be waterproof and well insulated. They should be kept in the best of repair, especially where trucking is excessive.

The walls should be kept clean and well protected with some kind of protective material, and should be inspected from time to time for cracks or any other breaks in the surface. These cracks should be filled with the protective material to prevent moisture and impurities from spoiling the insulating material.

Moisture, if allowed to get into the insulating material, not only reduces its insulating qualities but will cause the material to rot and mold and eventually will not only sour the room but increase the operating costs.

When the cold storage rooms are emptied they should be thoroughly cleaned before fresh products are placed in them again. The walls and ceilings should be scraped and brushed, and given a coating of pure whitewash. Whitewash is known to be one of the best deodorants in the cold storage plant, since it has a tendency to keep out vermin and helps to keep the room sweet and fresh.

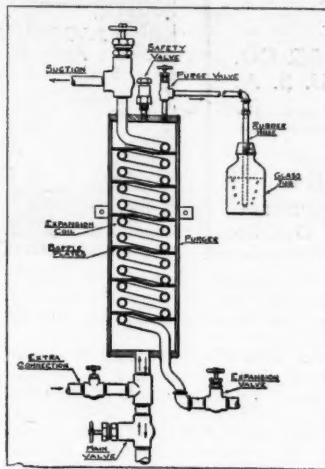
Uniform temperatures throughout the cold storage room is perhaps the most essential thing to obtain. Circulation of air in the rooms is very necessary in the preservation of perishable goods. Since there is a certain amount of gases given off from the products stored, it is therefore necessary that a certain amount of fresh air be added

in order that these gases may be discharged from the room. The amount of fresh air added will depend entirely upon the product in storage at the time.

## AUTOMATIC AMMONIA PURGER.

A recently developed device for use in the refrigerating system is an automatic purger which automatically separates air and other non-condensable gases from ammonia. The device is supported adjacent to the ammonia receiver by supporting brackets, as shown in the accompanying illustration, the inlet marked "Extra Connection" being piped to any convenient opening at the top of the receiver.

An expansion coil maintains a temperature below the condensing temperature of ammonia at the existing head pressure, and all ammonia condensed in the purger is automatically returned



## HOW AMMONIA SYSTEM IS PURIFIED.

Ammonia expansion in the coil condenses all ammonia gas present and creates suction which draws a mixture of ammonia and foul gas into the purger from the receiver. Non-condensable gases pass through the purge valve into the glass jar, partly filled with water.

to the receiver through piping connected to the main valve. The outlet of the internal coil is connected to the low pressure side of the system, and a safety valve is provided in compliance with state and municipal requirements.

In operation, the expansion valve is slightly opened, and the liquid ammonia expanding in the coil condenses all ammonia gas present. This creates a suction by means of which a mixture of ammonia and foul gas is drawn into the purger from the receiver.

In this way a complete separation is effected, all non-condensable gases passing through the purge valve and bubbling up through the indicating glass jar, which is partly filled with water.

Perforated baffle plates, shown in the illustration, serve to prevent non-condensable gases, which are heavier than ammonia gas, from settling to the bottom of the purger.

It is claimed for the device, which

is manufactured by the Conner Purger Co., 30 Church street, New York City, that economies are effected by reducing head pressure to the pressure corresponding to the temperature of condensing water.

## A REMEDY FOR SMALL ORDERS.

(Continued from page 26.)

customer preference. If this is so, then it is up to the packer to get busy in that territory, to make his products better and more favorably known, and to build up demand for them, first making sure that the quality is right.

"We all have cases, and many of them, where certain retailers will buy some of our products and refuse to handle others. Insofar as my own business is concerned, I am prone to blame poor quality first of all for such a situation. By this I do not mean that the quality is consistently below standard in all cases.

"And it might be that the fault was with the retailer in the first place. He may have permitted a certain batch of our product to go bad in his store, as a result of which customer reaction was so determined that he hesitated to stock the particular product again.

## Quality Product and Salesmanship.

"Here again the remedy is to build consumer demand, and with good selling to restore the retailer's confidence in the product. Now that we are identifying more and more products by name or brand, quality more than ever before must be the watchword.

"Wrapping, packaging, trademarking and branding are offering us the opportunity to get closer to our consumers and to exercise greater control over our business. But there is the other side of the picture—identification of a good product increases its sale; identification of a poor-quality product decreases its sale.

"Inefficient salesmen and selling contribute in no small measure, we have learned, to the increase in the number of small orders. It is easy to take a retailer's order for such products as he cares to purchase from us, but this is not selling.

"Our salesmen should do more constructive selling and merchandising. They should try to be of greater help to customers, and give them more aid to increase turnover. In this connection special displays and demonstrations are helpful. Other food manufacturers are more active along these lines than is the meat packer.

## What Orders Are Profitable?

"And then the salesmen must be taught the difference between a profitable order and an unprofitable one, and be made to understand that their value to their firms is in proportion to the profits, not the orders, they create.

"In large measure the solution of the small order problem is up to the salesmen. They may arise to the situation if their firms insist on it. It is certain that there will be no incentive for them to do so if their firms permit them to take the easier way.

"In any consideration for bettering



*The Stevenson "Door That Cannot Stand Open"—the greatest money-saving door ever invented for busy doorways. Always closed except when filled with passing goods or men.*

*Shall we send you complete description?*

## Ready to Ship--NOW!

Cold storage doors\*—in all standard, most-used sizes—are kept crated in our various stockrooms, ready to ship the day we receive your order. Write or wire nearest office for stock list of sizes.

\*Available with WEDGETIGHT Fastener at slight additional price.

**STEVENSON COLD STORAGE DOOR CO.**  
Chester, Pa.      Established 1888      U. S. A.

2 West 45th St., New York City  
Rm. 1832, Builders Bldg., 228 N. La Salle St., Chicago  
323 Market St., San Francisco; 2650 Santa Fe Ave., Los Angeles

# Stevenson

REGULAR COLD STORAGE DOORS - SPECIAL  
FREEZER DOORS - OVERHEAD TRACK DOORS

the situation, insofar as the small order is concerned, unethical and bad business practices must not be neglected.

"And back of these unethical and bad business practices, nine cases out of ten, is the scurry for volume. I do not believe it will be necessary at this time to say much on this score. The man who is trying to get a profit out of his business is altogether too familiar with what these practices are costing him.

"I have referred several times to the necessity for the packer to create demand for his products. More and more I am coming to believe that, in large measure, the packer who suffers most from small orders is the one who has done the least to sell his products to consumers.

### Better Selling Necessary.

"I can conceive of a situation whereby a packer would dispose of the output of his plant through exclusive dealers. I do not believe it is beyond the range of possibility for a packer to make such good products, and to advertise and merchandise them so well that he could have dealers in every locality to whom he sold exclusively. I cannot conceive that such a packer would have to concern himself very much with the problem of handling small orders.

"As the other extreme, let us imagine a packer who makes good products perhaps, but who has done nothing to create demand for them. He must be satisfied, for the most part, with consumers who buy by product rather than by firm or brand name.

"He is the one who, more and more, will find it difficult to merchandise his

products profitably, and who, to an increasing degree, will have to depend on what might be termed the charity of the retailer.

"In between these two extremes lies the great bulk of packing concerns. They make good products and have done some merchandising and advertising, but they have not done good jobs in this respect. There is in this group no packer who is making his products stand out above those of his competitors.

"Among these is the packer who makes good products. Mrs. Housewife likes them, but she likes those made by Jones or Smith just as well. The retailer has no particular trouble selling this man's products; neither does he have any particular trouble selling the products made by Jones and Smith.

"Now, if this first packer would do a little better merchandising job than either Jones or Smith—if he were able to induce more consumers to ask for his products by their trade-marked names—then he would sell more and Jones and Smith would sell less. This would be reflected in the size of his orders.

"But, you say, suppose Jones and Smith merchandised equally as efficiently. Then the situation would not change. The demand would still be split as it is now, and small orders would result as they do now.

"But consider the case of twelve or fifteen packers instead of three. What is your reaction then? Just this:

"Three packers might be equally efficient in creating consumer demand, but the chances are that ten or twelve would not be. Those who were most efficient would gain volume; those who



### Nozzles for Brine Spray Refrigeration and Air Conditioning Systems

Particulars and Prices on Request

**JOS. A. MARTOCELLO & CO.**

231 N. 13th St.

Philadelphia, Pa.

# YORK

for the

**PACKER, SAUSAGE MAKER, RENDERER AND BY-PRODUCT MANUFACTURER**

Ammonia or Carbon dioxide systems of refrigeration

*Write for Bulletins*

**YORK**  
ICE MACHINERY CORPORATION  
YORK, PENNA.

were less efficient would lose it.

"And this means that the average order going to the efficient merchandisers would be larger. We are experiencing severe selling competition, but the field is wide open to the man who wants to go after and build up consumer demand.

### The Field Is Wide Open.

"And the housewife is in a receptive mood. For years she has been told in advertising to ask for products by name; to accept no substitute. And that she has listened to and heeded this advice is attested by the fact that there are trade marks and product names in use today that could not be bought for \$1,000,000.

"I have no hopes that these remarks, as published in THE NATIONAL PROVISIONER, will exert any particular influence one way or the other in solving the small order problem. All that can be expected at this time is that they will cause a few more packers to think about the matter and to give some thought to it. The more minds we can get to working on it, the sooner a working solution will be forthcoming.

"Summed up, here are my suggestions on how to increase the size of the average order:

"Analyze the situation; concentrate on the outstanding factors, as shown in the analysis, that influence retailers to scatter their orders; make better products; sell them at prices fair to dealers and to packers; use better and more attractive packages; do better selling; create consumer demand."

**EDITOR'S NOTE**—This is the first of a series of interviews with packers on important problems of the meat industry.

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Cheese, Swiss  
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Broilers ...  
Fryers ...  
Roasters ...  
Pouls ...  
Turkeys ...  
Miscellaneou

Total ...

## CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for the first four months of 1929, with comparisons.

LARD PRODUCED, CONSUMED AND STOCKS  
(A) (1) PRODUCED.

	1929. Lbs.	1928. Lbs.
January	213,780,000	190,557,000
February	164,915,000	217,354,000
March	133,923,000	194,583,000
April	Not available	127,075,000
Total	Not available	729,569,000

## (B) (2) EXPORTS.

	1929. Lbs.	1928. Lbs.
January	92,056,445	72,753,603
February	67,896,240	82,448,331
March	72,745,182	83,495,813
April	Not available	58,624,669
Total	Not available	297,322,416

## (C) DOMESTIC.

	1929. Lbs.	1928. Lbs.
January	64,709,555	88,651,397
February	63,821,760	97,830,669
March	56,267,818	67,663,187
April	Not available	59,868,331
Total	Not available	254,145,253

## TOTAL.

	1929. Lbs.	1928. Lbs.
January	156,766,000	161,405,000
February	131,718,000	180,279,000
March	129,013,000	151,159,000
April	Not available	118,493,000
Total	Not available	611,336,000

## (D) STOCKS HELD END OF MONTH.

	1929. Lbs.	1928. Lbs.
On hand begin'g of yr.	84,557,000	54,855,000
January	141,571,000	84,007,000
February	174,768,000	121,082,000
March	179,678,000	164,506,000
April	Not available	173,088,000

(A) Includes entire production, both neutral and other edible, by federally inspected plants and also production, both neutral and other edible by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks held in cold storage plants and packinghouse plants only.

(1) Source: U. S. Bureau of Agricultural Economics, Dept. of Agriculture.

(2) Source: U. S. Bureau of Foreign and Domestic Commerce, Dept. of Commerce.

## PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on May 1, 1929, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	May 1, 1929. M lbs.	May 1, 1928. M lbs.	May 1, 1929. M lbs.
Butter, creamery	5,860	5,100	7,745
Cheese, American	42,079	30,207	30,128
Cheese, Swiss	4,824	3,977	5,520
Cheese, brick and Munster	1,020	1,207	1,278
Cheese, Limburger	784	854	898
Cheese, all other	5,966	5,546	5,007
Eggs, frozen	4,023	4,515	4,437
Eggs, cases	51,835	51,532	34,522

## FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on May 1, 1929, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	May 1, 1929. M lbs.	May 1, 1928. M lbs.	May 1, 1929. M lbs.
Broilers	7,235	6,122	8,905
Fryers	4,376	4,068	—
Roasters	17,689	16,644	22,923
Poults	3,704	5,784	7,871
Turkeys	10,312	9,517	9,807
Miscellaneous	9,374	11,747	15,433
Total	52,870	56,832	64,339

## MEAT AND FAT EXPORTS.

Exports of meats and fats during March, 1929, and for three months ended March, with comparisons, are given by the U. S. Department of Commerce as follows:

## MARCH.

	1929. Value	1928. Value
Total meats and meat products, lbs.	39,761,539	48,037,418
Value	\$ 9,981,243	6,818,316
Total animal oils and fats, lbs.	81,726,516	91,211,316
Value	\$ 10,344,162	11,089,194
Beef and veal, fresh, lbs.	280,182	195,945
Value	\$ 70,020	48,264
Beef, pickled, etc., lbs.	1,027,691	729,465
Value	\$ 120,847	94,054
Pork, fresh, lbs.	1,252,366	1,059,288
Value	\$ 222,489	244,275
Wiltshire sides, lbs.	615,550	72,398
Value	\$ 97,394	10,029
Cumberland sides, lbs.	605,076	615,918
Value	\$ 107,294	94,024
Hams and shoulders, lbs.	11,140,343	12,222,307
Value	\$ 2,267,583	1,983,562
Bacon, lbs.	10,985,082	15,165,662
Value	\$ 1,631,774	1,944,040
Pickled pork, lbs.	4,222,520	2,028,640
Value	\$ 508,559	334,294
Oleo oil, lbs.	7,454,632	6,009,728
Value	\$ 899,347	781,416
Lard, lbs.	70,571,816	79,966,277
Value	\$ 9,030,080	10,249,024
Neutral lard, lbs.	2,173,308	3,529,536
Value	\$ 291,610	458,797
Lard compounds, animal fats, lbs.	348,715	424,294
Value	\$ 46,245	54,025
Margarine of animal or vegetable fats, lbs.	79,418	51,419
Value	\$ 15,588	8,702
Cottonseed oil, lbs.	2,361,958	9,213,062
Value	\$ 230,742	781,319
Lard compounds, vegetable fats, lbs.	443,625	614,721
Value	\$ 63,198	77,639

## THREE MONTHS ENDED MARCH.

	1929. Value	1928. Value
Total meats and meat products, lbs.	112,386,593	112,378,967
Value	\$ 19,421,723	18,006,420
Total animal oils and fats, lbs.	253,572,339	268,429,806
Value	\$ 32,359,878	33,647,443
Beef and veal, fresh, lbs.	861,902	585,824
Value	\$ 207,599	135,839
Beef, pickled, etc., lbs.	2,457,004	1,875,328
Value	\$ 297,540	246,088
Pork, fresh, lbs.	8,799,018	4,302,416
Value	\$ 615,093	675,040
Wiltshire sides, lbs.	1,037,783	226,562
Value	\$ 145,999	34,476
Cumberland sides, lbs.	1,196,058	1,306,334
Value	\$ 201,762	198,390
Hams and shoulders, lbs.	29,980,789	33,203,296
Value	\$ 5,930,991	5,664,105
Bacon, lbs.	32,285,702	37,687,718
Value	\$ 5,265,076	4,958,107
Pickled pork, lbs.	12,299,074	7,329,324
Value	\$ 1,735,355	974,234
Oleo oil, lbs.	18,808,173	15,084,627
Value	\$ 1,897,818	2,116,920
Lard, lbs.	226,632,435	230,497,788
Value	\$ 29,177,435	29,840,031
Neutral lard, lbs.	6,270,736	8,199,961
Value	\$ 831,380	1,108,533
Lard compounds, animal fats, lbs.	956,858	1,477,847
Value	\$ 123,884	197,206
Margarine of animal or vegetable fats, lbs.	198,173	166,861
Value	\$ 37,276	28,612
Cottonseed oil, lbs.	8,426,434	27,164,697
Value	\$ 798,461	2,342,817
Lard compounds, vegetable fats, lbs.	1,426,360	1,411,716
Value	\$ 198,232	187,508

## SCIENTIFIC RESEARCH WORK.

(Continued from page 27.)

sodium nitrite imparts unique qualities to the products.

Notable progress also has been made in the study of ham souring, which has been conducted under the Arthur Lowenstein fellowship.

The value of sodium hypochlorite as a cleansing agent in packinghouses was established during the course of the research program. Various sweetening agents have been studied and evaluated.

The research staff has analyzed and experimented with a number of proprietary preparations which have been offered to the industry.

Another study was devoted to problems pertaining to corrosion. The cause

and prevention of slimes and of molds also have been studied to develop ways and means of controlling their growth.

In cooperation with the Tanners' Council, the Department of Scientific Research has been able to develop important information with regard to the washing and brining of hides. Bovine tuberculosis and the cattle grub have been the subject of special bulletins. Another bulletin discussed the better utilization of blood.

## Denaturing Inedible Hog Fats.

A thorough investigation also has been made of methods of denaturing inedible hog fats which are sold abroad as white grease. It had been found that the denaturant formerly used to prevent the sale of the product as lard could be removed.

A survey of possible denaturants was conducted by members of the Special Committee on White Grease, and finally a new denaturant was recommended. This denaturant, which has been approved by the U. S. Bureau of Animal Industry, is believed to represent a considerable improvement over the one formerly used, in that it will be more difficult and expensive to remove.

The short cure study is being given precedence in the research program, several other projects are in progress.

Under an Institute fellowship at the University of Minnesota a study is being conducted of the use of lard in the baking industry. The purpose of this work is to develop tests which will serve as a basis for differentiating between the value of different lards for biscuit and cracker manufacturers.

Research is being conducted on the stability of lard. The effect of specific operations, such as bleaching, are being studied in this connection.

## Value of Service Laboratory.

The Institute's Service Laboratory, although its function is not research, is operated under the direction of the Department of Scientific Research. Organized for the purpose of providing members of the Institute with a laboratory skilled in the handling and analysis of packinghouse products and supplies, the service laboratory has met with gratifying success and has attained a high standing in the trade.

Members of the Institute who patronize the laboratory receive the benefit of counsel from the Institute's entire technical and scientific staff. Although maintaining prices which represent economy to its patrons, the laboratory has been placed on a paying basis and seems to have found a permanent place in the industry.

In addition to the extensive research program, the Institute's scientific activities include special services to member companies, many of whom have solicited assistance from the Department of Scientific Research in meeting special problems in analyzing unsatisfactory products, and in furnishing other information within its scope.

In all of this work members of the Committee on Scientific Research, which is composed of outstanding scientists in the industry—with L. M. Tolman as chairman and J. J. Vollertsen as vice-chairman—have cooperated actively at all times, as have the members of the several allied committees. The allied committees include the Subcommittee on Shortening Agents, of which W. D. Richardson is chairman, and the Sub-Committee on Spoilage Prevention, L. M. Tolman, chairman.

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# Chicago Section

Walter Frank, president of Frank & Company, Milwaukee, Wis., sausage and meat specialties, was in the city on Thursday.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 18,527 cattle, 9,618 calves, 49,464 hogs and 40,205 sheep.

Al. Wallmo, provision sales executive, Jacob E. Decker & Sons, Mason City, Ia., stopped off in the city a day or so this week on his way East on a business trip.

J. W. Powley, sales manager of the inedible by-products department, Swift & Company, Chicago, was out of town last week on a business trip through the East.

D. W. Awtry of Chicago, well-known curing expert formerly with the Diamond Crystal Salt Co., who has not been in the best of health the past six months, is going to Excelsior Springs, Mo., for the mineral baths.

C. B. Martin, president of Sterne & Son Co., Chicago, brokers, is in New Orleans this week attending the annual convention of the Interstate Cottonseed Crushers' Association. He is expected back before the first of the week.

Provision shipments from Chicago for the week ended May 11, 1929, with comparisons, were as follows:

Cor. wk.

Last wk. Prev. wk. 1928.

Cured meats, lbs.	21,714,000	18,929,000	18,857,000
Fresh meats, lbs.	37,689,000	37,709,000	38,744,000
Lard, lbs.	8,344,000	7,016,000	7,807,000

John C. Agar, secretary of the Agar Packing & Provision Co., Chicago, and son of James F. Agar, president of the company, sailed for Europe on the S. S. Ile de France on Friday, May 10, for a six-weeks' combined business and pleasure trip. Mr. Agar expects to visit France, England, Germany, Switzerland and Scotland, and probably will not return to this country before the end of June.

When John W. Hall, the well-known Chicago broker, went to the hospital recently, it was stated—whether because of meager information or with a desire to be editorially discreet—that his illness was due to the necessity of "minor operation." John, however, refuses to let well enough alone and insists, in the following letter to the Editor of THE NATIONAL PROVISIONER, on having the truth known:

"Take it from me—a rose by any other name would smell as sweet, but by golly, carbuncles are carbuncles! And while you are not publishing a medical journal, the fact is paramount that you want to keep your subscribers alive as long as possible, and a timely warning might save lives. The least it could do would be to prevent a heap of awful suffering."

"So I wish you'd tell your host of friends that a surgeon and excision is the only way to handle these pestiferous things, and the sooner the better. It cost me about 700 hard-earned bucks to learn this, and I'm glad to pass you the information free of charge."

## PROVISION STOCKS MAY 11.

(Continued from page 28.)

and 1,645,000 hogs in the same two weeks in 1928.

This would bring total federally inspected slaughter for the current hog year (beginning Nov. 1, 1928) to about 29,500,000 hogs, as compared with 30,000,000 hogs for the corresponding portion of the hog year 1927-28. Average May slaughter for the past four years has been about 3,500,000 hogs.

In the Institute's last bulletin, federally inspected slaughter for April, 1929, was estimated as 3,842,000 hogs. The government report made available since then indicates the actual slaughter to have been 3,761,000 hogs, or approximately 2 per cent below our estimate, which was based on figures for the seven principal markets. This correction is made in stating cumulative slaughter figures quoted here.

The small changes in stocks of product during the past two weeks indicate that consumption has about kept pace with production. The normal change in the stocks of all meats during the month of May is a decline of about 5 per cent.

The provision stocks on the second Saturday of May, as reported to the Institute of American Meat Packers, are as follows:

(000 omitted)

	May 11, 1929,	Apr. 27, 1929,	May 12, 1928,
	Lbs.	Lbs.	Lbs.
Dry Salt Meats:			
Bellies .....	77,507	77,064	75,818
Fat backs .....	27,732	28,577	22,115
All other D. S. cuts..	28,890	28,606	23,704
Total D. S. meats..	124,129	134,847	121,6...

Sweet pickle and dry cured meats (cured and in cure):

Rogular hams .....	104,479	107,815	140,260
Skinned hams .....	105,488	105,603	103,376
Piemies .....	37,516	39,405	32,834
Bellies .....	58,061	57,515	52,216
Other S. P. and D. C. cuts .....	20,584	20,143	19,266

Total S. P. and D. C. meats .....	326,048	330,481	347,042
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Green frozen meats

(for cure):

Regular hams .....	14,338	13,439	19,747
Skinned hams .....	7,361	6,673	8,965
Piemies .....	14,899	14,743	9,118
Bellies .....	118,954	122,143	142,262

All other pork frozen for cure (not incl. pork loins, etc.) .....	12,590	11,081	9,680
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Total frozen meats..	168,142	168,079	180,772
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Total all meat cuts .....

Lard .....

Grand total, incl. lard .....

733,429 748,464 749,305

## MEAT AND LARD STOCKS.

Stocks of meat and lard on hand in the United States on May 1, 1929, with comparisons, reported by the U. S. Bureau of Agricultural Economics as follows:

	May 1, 1929,	May 1, 1928,	May 1, 1929,
	M lbs.	M lbs.	M lbs.
Beef, frozen .....	51,402	28,253	44,110
Cured .....	9,897	9,023	18,945
In cure .....	9,237	8,018	10,684
Pork, frozen .....	285,124	306,951	210,628
D. S. cured .....	108,621	102,796	84,537
D. S. in cure .....	82,226	70,856	71,672
S. P. cured .....	203,422	219,429	200,826
S. P. in cure .....	248,217	260,640	248,778
Lamb and mutton, frozen .....	2,528	1,828	2,053
Misc. meats .....	88,423	70,438	67,802
Lard .....	184,705	173,068	124,976

## TRADE GLEANINGS

The Metz Packing Co. of Concordia, Kan., plans to open a branch house at Scandia, Kan.

Swift & Company opened its new \$500,000 poultry packing plant at West Point, Miss., recently.

The Edward Flash Co., New York, vegetable oil brokers, have moved their offices from 29 Broadway to 17 State st.

A new bologna factory is planned for erection at Pella, Ia., by Gradus De Kock, with Neal Ver Heul as manager of the operating department.

Extensions and improvements which will total about \$10,000 are to be made by the Salt Lake Union Stock Yards Co., North Salt Lake, Utah.

The Mayonnaise Products Manufacturers' Association of America has moved its offices to 1500 Walnut st., Philadelphia, Pa., Room 1206.

Mallard & Daniel, Augusta, Ga., brokers in fertilizer materials and cottonseed products, have moved their offices to 214-215 Campbell Bldg.

The Kings-Tulare Tallow Works is a recent incorporation at Hanford, Calif., being organized to construct, operate and maintain a reduction works at that point.

C. A. Burnett Co., 946 West 38th place, Chicago, have awarded contracts for a 2-story slaughter house to be built on an adjoining site, at a cost of \$25,000.

The Theobald Animal By-Products Refinery, Kearny, N. J., has purchased the business of the Biltwell Butcher Fixture Service, 303 Market st., Newark, N. J.

The Poultry Producers' Association of Central California, San Francisco, Calif., have acquired a site at Napa on which a \$40,000 poultry packing plant will be built.

Contracts have been let for erecting the first unit of a packing plant being built by the Amend Meat Markets, Des Moines, Ia. Estimated cost of first unit is \$25,000.

Jacob Stern & Sons, Philadelphia, Pa., dealers in hides, tallow and animal by-products, have changed the company name to that of Andresen Stern, Inc., with offices in the Marine Bldg.

The Virginia Products Co. has leased the old plant of the Smithfield Packing Co., Suffolk, Va., and will deal in hams, bacon, smoked sausage and other pork products. The plant is being remodeled for its new owners.

The Lowell Provision Co. has been incorporated at Lowell, Mass., capital \$40,000, to conduct a general provision business. Incorporators are M. A. Doyle, Robert Montgomery and Y. M. Giroux, all of Lowell.

Schlesser Bros., Portland, Ore., are modernizing their plant for canning and making sausage from horse meat, to include kitchens, drying rooms, two smokehouses and grinder and canning rooms and equipment. Estimated cost is \$50,000.

May 18, 1929

# **Chicago Provision Markets**

**Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE**

## CASH PRICES.

Based on Actual Carlot Trading, Thursday,  
May 16, 1929.

## FUTURE PRICES.

Regular	Hams.			Open.	High.	Low.	Close.
	Green.	S. P.	LARD—				
8-10	22	21	May	....	....	....	11.60n
10-12	21½	20½	June	....	....	....	11.72½n
12-14	21	20	July	11.85	....	....	11.85n
14-16	21	19½@20	Sept.	12.20-22½	12.22½	12.20	12.20n
16-18	21	20 @20%	Oct.	....	....	....	12.82½n
18-20	21	20 @20%	CLEAR BELLIES—				
10-16 range	21	....	May	....	....	....	12.77½a
16-22 range	21	....	July	....	....	....	13.25n
			Sept.	....	....	....	13.82½n
S. P. Boiling Hams.	H. Run.	Select.	SHORT RIBS—				
16-18	20½	21	May	12.45	....	....	12.45ax
18-20	20½	21	July	12.95	....	....	12.95ax
20-22	20½	21	Sept.	....	....	....	13.25n
			MONDAY, MAY 13, 1929.				
Skinned Hams.			LARD—				
	Green.	S. P.	May	11.60	11.62½	11.60	11.62½b
10-14	23	21	June	....	....	....	11.75n
14-16	23	21	July	....	....	....	11.90=b
16-18	23	21	Sept.	12.25	12.25	12.25	12.25b
18-20	23	20½	Oct.	....	....	....	12.37½n
20-22	22%	20½	CLEAR BELLIES—				
22-24	21½	20½	May	....	....	....	12.77½n
24-26	20½	19½	July	....	....	....	13.25n
25-30	19	18½	Sept.	....	....	....	13.87½b
30-35	18	17½	SHORT RIBS—				
	17½	17½	May	....	....	....	12.45n
Picnics.			July	....	....	....	12.95n
	Green.	S. P.	Sept.	....	....	....	13.25n
4-6	14	14	TUESDAY, MAY 14, 1929.				
6-8	13½	13	LARD—				
8-10	13½	12½	May	11.65	11.65	11.57½	11.57½a
10-12	13½	12½	June	....	....	....	11.62½n
12-14	13½	12	July	11.87½=	11.87½=	11.75	11.77½b
Bellies.*			Sept.	12.25-25	12.25	12.10	12.17½
	Green.	Cured.	Oct.	....	....	....	12.30ax
6-8	10½	19½	CLEAR BELLIES—				
8-10	10½	18½	May	12.70	12.75	12.62½	12.75b
10-12	10½	17½	July	13.12½	13.15	13.12½	13.18
12-14	10½	17	Sept.	13.85	13.85	13.75	13.77½
14-16	10½	16½	SHORT RIBS—				
16-18	10½	16½	May	12.25	12.25	12.25	12.25
			July	12.85	12.85	12.80	12.80
			Sent				13.25n
D. S. Politics							

3-18 .....  
Square cut and needles

D. S. Bellies.	Clear.	Rib.	July	12.80	12.80	12.80	12.80
			Sept.	.....	.....	.....	13.25n
14-16	13½	....	LARD—				
16-18	13		May	.....	....	....	11.57½n
18-20	12½		June	.....	....	....	11.65n
20-25	12¾		July	11.77½	11.82½	11.75	11.80b
25-30	12½		Sept.	12.12½	12.17½	12.10	12.12½—b
30-35	12¾		Oct.	.....	....	....	12.27½n
35-40	12¾		CLEAR BELLIES—				
40-50	11%	11½	May	12.70	12.70	12.70	12.70
			July	13.05	13.10	13.05	13.10b
D. S. Fat Backs.		9%	Sept.	13.70	13.70	13.70	13.70
8-10		10	SHORT RIBS—				
10-12		10½	May	.....	....	....	12.25n
12-14		11½	July	.....	....	....	12.77½ax
14-16		12½	Sept.	.....	....	....	13.25n
16-18		13					
18-20		13½					
20-25		13¾					
D. S. Rough Ribs.			LARD—				
45-50		12%	May	.....	....	....	11.57½n
55-60		12½	June	.....	....	....	11.62½n

## **PURE VINEGAR**

vision Markets						CHICAGO RETAIL MEATS					
NAL PROVISIONER DAILY T SERVICE						Beef.					
FUTURE PRICES.						Week ended, May 15, 1929.					
	Open.	High.	Low.	Close.		No. No.	No. No.	No. No.	No. No.	No. No.	No. No.
LARD—						1. 2.	3.	1. 2.	3.	1. 2.	3.
May	.....	.....	.....	11.60n	Rib roast, hvy. end.35	30	16	25	22	16	16
June	.....	.....	.....	11.72½n	Rib roast, lt. end.45	35	20	45	28	20	18
July	..11.85	.....	.....	11.85b	Chuck roast .....	30	27	21	26	20	14
Sept.	..12.20-22½	12.22½	12.20	12.20b	Steaks, round .....	45	40	25	45	30	20
Oct.	.....	.....	.....	12.52½n	Steaks, sirloin cut.50	40	25	60	40	20	12
CLEAR BELLIES—					Steaks, porterhouse.60	45	29	75	45	28	18
May	.....	.....	.....	12.77½ax	Steaks, flank .....	28	15	28	22	18	12
July	.....	.....	13.25n	Beef stew, chuck.27	22	17	20	18	12	12	
Sept.	.....	.....	13.82½n	Corned briskets, boneless .....	28	24	24	22	18	12	
SHORT RIBS—					Corned plates .....	20	15	10	16	12	10
May	12.45	.....	.....	12.45ax	Corned rumps, bns.25	22	18	25	22	18	12
July	12.95	.....	.....	12.96ax							
Sept.	.....	.....	13.25n								
MONDAY, MAY 13, 1929.						Lamb.					
LARD—						Good.	Com.	Good.	Com.		
May	..11.60	11.62½	11.60	11.62½b	Hindquarters .....	.38	.33	.40	.30		
June	.....	.....	11.75n	Legs .....	.40	.34	.42	.30			
July	.....	.....	11.90—b	Stews .....	.22	.15	.25	.12			
Sept.	..12.25	12.25	12.25	12.25b	Cheeks, shoulder .....	.25	.20	.25	.12		
Oct.	.....	.....	12.37½n	Cheeks, rib and loin.50	.35	.25	.60	.30			
CLEAR BELLIES—											
May	.....	.....	12.77½a	Legs .....	.26						
July	.....	.....	13.25n	Stew .....	.14						
Sept.	.....	.....	13.82½n	Shoulders .....	.16						
SHORT RIBS—					Cheeks, rib and loin.35						
May	.....	.....	12.45n								
July	.....	12.95n	.....	12.96ax							
Sept.	.....	.....	13.25n								
TUESDAY, MAY 14, 1929.						Mutton.					
LARD—											
May	..11.65	11.65	11.57½	11.57½ax	Legs .....	.26					
June	.....	.....	11.62½n	Stew .....	.14						
July	..11.87½	11.87½	11.75	11.77½b	Shoulders .....	.16					
Sept.	..12.25-25	12.25	12.10	12.17½	Cheeks, rib and loin.35						
Oct.	.....	.....	12.30ax								
CLEAR BELLIES—											
May	..12.70	12.75	12.62½	12.75b							
July	..13.12½	13.15	13.12½n	13.15							
Sept.	..13.85	13.85	13.75	13.77½							
SHORT RIBS—											
May	..12.25	12.25	12.25	12.25							
July	..12.85	12.85	12.80	12.80							
Sept.	.....	.....	13.25n	13.25n							
WEDNESDAY, MAY 15, 1929.						Veal.					
LARD—											
May	.....	.....	11.57½n	11.57½n	Hindquarters .....	.30	.20	.35	.25		
June	.....	.....	11.65n	11.65n	Forequarters .....	.20	.14	.24	.18		
July	..11.77½	11.77½	11.75	11.77½b	Legs .....	.33	.25	.35	.25		
Sept.	..12.25-25	12.25	12.10	12.17½	Breasts .....	.16	.12	.22	.14		
Oct.	.....	.....	12.30ax	Shoulders .....	.20	.14	.22	.12			
CLEAR BELLIES—					Cutlets .....	.60	.40	.65	.45		
May	..12.70	12.70	12.70	12.70	Rib and loin chops .....	.40	.35	.45	.35		
July	..13.05	13.10	13.05	13.10b							
Sept.	..13.70	13.70	13.70	13.70							
SHORT RIBS—											
May	.....	.....	12.25n	12.25n							
July	.....	12.85	12.80	12.80							
Sept.	.....	.....	13.25n	13.25n							
THURSDAY, MAY 16, 1929.						Butchers' Offal.					
LARD—						Suet .....	5%	5%			
May	.....	.....	11.57½n	11.57½n	Shop fat .....	5	5				
June	.....	.....	11.65n	11.65n	Bone, per 100 lbs. ....	50	50				
July	..11.77½	11.77½	11.75	11.77½b	Calf skins .....	16	16				
Sept.	..12.12½	12.17½	12.10	12.27½n=b	Kips .....	16	16				
Oct.	.....	.....	12.37½n	12.27½n	Deacons .....	12	12				
CLEAR BELLIES—											
May	..12.70	12.70	12.70	12.70							
July	..13.05	13.10	13.05	13.10b							
Sept.	..13.70	13.70	13.70	13.70							
SHORT RIBS—											
May	.....	.....	12.25n	12.25n							
July	.....	12.85	12.80	12.80							
Sept.	.....	.....	13.25n	13.25n							
FRIDAY, MAY 17, 1929.						CURING MATERIALS.					
LARD—						Nitrite of soda, l. c. l. Chicago... %	Bbls.	Sacks.			
May	.....	.....	11.57½n	11.57½n	Nitrite of soda, less than 25 bbl. lots, f.o.b. New York:						
June	.....	.....	11.65n	11.65n	Dbl. refd. gran. ....	5%					
July	..11.77½	11.77½	11.75	11.77½b	Small crystals .....	7%					
Sept.	..12.12½	12.17½	12.10	12.27½n=b	Medium crystals .....	7%					
Oct.	.....	.....	12.35ax	12.27½n	Large crystals .....	8%					
CLEAR BELLIES—					Dbl. refd. gran. nitrate of soda... %	3%					
May	..12.70	12.70	12.70	12.70	Saltfat, 25 bbl. lots, f.o.b. N.Y. ....						
July	..13.05	13.10	13.05	13.10b	Dbl. refd. gran. ....	5%					
Sept.	..13.70	13.70	13.70	13.70	Small crystals .....	7%					
SHORT RIBS—					Medium crystals .....	7%					
May	.....	.....	12.25n	12.25n	Large crystals .....	8%					
July	.....	12.85	12.80	12.80	Dbl. refd. gran. nitrate of soda... %	3%					
Sept.	.....	.....	13.25n	13.25n	Boric acid, carbolic, p.wd., bbls. ....	8%					
CLEAR BELLIES—					Crystals to powdered, in bbls., in 5-ton lots or more....	9%					
May	.....	.....	12.65ax	12.65ax	In bbls. in less than 6-ton lots....	8%					
July	.....	13.05	13.05	13.05	Borax, carbolic, powdered, in bbls. ....	5					
Sept.	.....	13.70	13.70	13.70	In ton lots, gran. or pow., bbls. ....	5					
SHORT RIBS—					Salt .....						
May	.....	.....	12.75ax	12.75ax	Granulated, car lots, per ton, f.o.b. Chicago, bulk .....						
July	.....	13.05	13.05	13.05	Medium, carlots, per ton, f.o.b. Chicago, bulk .....						
Sept.	.....	13.70	13.70	13.70	Rock, carlots, per ton, f.o.b. Chicago .....						
Sugar—											
Raw sugar, 90 basis, f.o.b. New Orleans .....					Second sugar, 90 basis .....						
Second sugar, 90 basis .....					Syrup testing 65 and 65 combined sucrose and invert, New York .....						
Standard gran. f.o.b. refineries (2%) .....					Standard gran. f.o.b. refineries (2%) .....						
Packers curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% .....					Packers curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% .....						
Packers curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% .....					Packers curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% .....						

**ANSWER**

Exports of corned beef from Buenos Aires, Argentina, to the United States during March, 1929, totaled 3,967,992 lbs. valued at \$558,809, according to reports to the U. S. Department of Commerce. Exports of roast beef totaled 290,800 lbs. valued at \$27,055.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending, May 15, 1929.	Cor. week, 1928.
Prime native steers....	23½@25½	21 @ 22
Good native steers....	22½@23½	19 @ 21
Medium steers....	21½@22½	18 @ 19
Heifers, good....	20 @ 23	18 @ 22
Cows....	17½@20	15 @ 18
Hind quarters, choice....	20 @ 21	26 @ 27
Fore quarters, choice....	20 @ 21	17 @ 18

## Beef Cuts.

Steer loins, No. 1.....	@38
Steer loins, No. 2.....	@36
Steer short loins, No. 1.....	@46
Steer short loins, No. 2.....	@39
Steer loin ends (hips)....	@32
Steer loin ends, No. 2.....	@32
Cow loins.....	@29
Cow short loins.....	@31
Cow loin ends (hips)....	@23
Steer ribs, No. 1.....	@26
Steer ribs, No. 2.....	@25
Cow ribs, No. 1.....	@20
Cow ribs, No. 3.....	@18
Steer rounds, No. 1.....	@23½
Steer rounds, No. 2.....	@23
Steer chuck, No. 1.....	@19
Steer chuck, No. 2.....	@18
Cow rounds.....	@22
Cow chucka.....	@17½
Steer plates.....	@15
Medium plates.....	@13
Briskets, No. 1.....	@20
Steer navel ends.....	@10
Cow navel ends.....	@12
Fore shanks.....	@11½
Hind shanks.....	@10
Strip loins, No. 1, boneless	@60
Strip loins, No. 2.....	@50
Sirloin butts, No. 1.....	@40
Sirloin butts, No. 2.....	@35
Beef tenderloins, No. 1.....	@80
Beef tenderloins, No. 2.....	@75
Bump butts.....	20 @ 30
Flank steaks.....	@27
Shoulder clods.....	21 @ 22
Hanging tenderloins.....	18 @ 20

## Beef Products.

Brains (per lb.).....	@13
Hearts.....	@12
Tongues, 4@5.....	@34
Sweetbreads.....	@46
Ox-tails, per lb.....	@17
Fresh tripe, plain.....	7 @ 8
Fresh tripe, H. C. ....	10 @ 8
Livers.....	16 @ 24
Kidneys, per lb.....	18 @ 18

## Veal.

Choice carcass.....	23 @ 24
Good carcass.....	16 @ 22
Good saddles.....	22 @ 30
Good backs.....	16 @ 18
Medium backs.....	14 @ 15

## Veal Products.

Brains, each.....	14 @ 15
Sweetbreads.....	@75
Calf livers.....	@58

## Lamb.

Choice lambs.....	@29
Medium lambs.....	@27
Choice saddles.....	@32
Medium saddles.....	@30
Choice fores.....	@24
Medium fores.....	@22
Lamb fries, per lb.....	@33
Lamb tongues, per lb.....	@16
Lamb kidneys, per lb.....	@30

## Mutton.

Heavy sheep.....	@16
Light sheep.....	@18
Heavy saddles.....	@18
Light saddles.....	@20
Heavy fores.....	@14
Light fores.....	@16
Mutton legs.....	@20
Mutton loins.....	@20
Mutton stew.....	@12
Sheep tongues, per lb.....	@16
Sheep heads, each.....	@12

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av. ....	@26
Picnic shoulders.....	@16
Skinned shoulders.....	@16%
Tenderloins.....	@50
Spare ribs.....	@12
Back fat.....	@14
Boston butts.....	@21
Hocks.....	@13
Tails.....	@12
Neck bones.....	@4
Blade bones.....	@14
Pigs' feet.....	@7
Kidneys, per lb.....	@11
Livers.....	@9
Brains.....	@14
Ears.....	@7
Snouts.....	@7
Heads.....	@10

## THE NATIONAL PROVISIONER

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@29
Country style sausage, fresh in link.....	@22
Country style sausage, packed in bulk.....	@20
Country style sausage, smoked.....	@24
Frankfurts in sheep casings.....	@25½
Frankfurts in hog casings.....	@24
Bologna in beef bungs, choice.....	@21
Bologna in cloth, paraffined, choice.....	@18½
Bologna in beef middles, choice.....	@20½
Liver sausage in hog bungs.....	@19
Smoked liver sausage in hog bungs.....	@26
Liver sausage in beef rounds.....	@15
Head cheese.....	@18
New England luncheon specialty.....	@31
Minced lunched specialty.....	@22
Tongue sausage.....	@24
Blood sausage.....	@18
Polish sausage.....	@21
Sousage.....	@16

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	
Thuringer Cervelat.....	
Farmer.....	
Holsteiner.....	
B. C. Salami, choice.....	
B. C. Salami, new condition.....	
Capicola.....	
Italian style hams.....	
Virginia hams.....	

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds.....	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings.....	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in hog casings.....	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Smoked link sausage in hog casings.....	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

## SAUSAGE MATERIALS.

Regular pork trimmings.....	@10½
Special lean pork trimmings.....	18½@19
Extra lean pork trimmings.....	20½@21
Neck bone trimmings.....	@16
Pork cheek meat.....	@15½
Pork hearts.....	11 @ 12
Native boneless bull meat (heavy).....	19½@19½
Boneless chuck.....	18½@19
Shank meat.....	@17½
Beef trimmings.....	16½@16½
Beef hearts.....	10½@11
Beef cheeks (trimmed).....	@15
Dressed canners, 300 lbs. and up.....	@14
Dressed canners, 350 lbs. and up.....	@14½
Dr. bologna bulls, 500@700 lbs.....	@15½
Beef tripe.....	@5½
Cured pork tongue (can trim).....	@15½

## (F. O. B. CHICAGO)

Beef casings:	
Domestic round, 180 pack.....	@54
Domestic round, 140 pack.....	@57
Wide export rounds.....	@60
Medium export rounds.....	@57
Narrow export rounds.....	@65
No. 1 weansands.....	18 @ 22
No. 2 weansands.....	@13½
No. 1 bungs.....	@40
No. 2 bungs.....	@22
Regular middies.....	@1.15
Selected wide middies.....	@2.25
Dried bladders:	
12/15.....	@2.25
10/12.....	@2.00
8/10.....	@1.65
6/8.....	@1.25
Hog casings:	
Narrow, per 100 yds.....	@8.25
Narrow, special, per 100 yds.....	@2.25
Medium, regular, per 100 yds.....	@1.35
Wide, per 100 yds.....	.75
Extra wide, per 100 yds.....	@.85
Export bungs.....	.88@.95
Large prime bungs.....	.25@.27
Medium prime bungs.....	.12 @ .18
Small prime bungs.....	.07 @ .08
Middles.....	.18 @ .20
Stomachs.....	.8 @ .10

Regular tripe, 200-lb. bbl.....	\$16.00
Honeycomb tripe, 200-lb. bbl.....	28.00
Pocket honeycomb tripe, 200-lb. bbl.....	24.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	79.00
Lamb tongues, long cut, 200-lb. bbl.....	58.00
Lamb tongues, short cut, 200-lb. bbl.....	71.00

## VINEGAR PICKLED PRODUCTS.

Mess pork, regular.....	\$28.50
Family back pork, 24 to 34 pieces.....	33.00
Family back pork, 35 to 45 pieces.....	33.00
Clear back pork, 40 to 50 pieces.....	27.50
Clear plate pork, 25 to 35 pieces.....	20.50
Brisket pork.....	25.00
Bean pork.....	21.00
Plate beef.....	26.00
Extra plate beef, 200 lb. bbls.....	27.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.65
Oak pork barrels, black iron hoops.....	1.72½@1.77½
Ash pork barrels, galv. iron hoops.....	1.55
White oak ham barrels.....	2.42½@2.45
Red oak lard barrels.....	2.62½@2.65

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@23
White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@20½
Nut, 1-lb. cartons, f.o.b. Chicago.....	@18
(30 & 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60 lb. tubs, f.o.b. Chicago.....	@16

## DRY SALT MEATS.

Extra short clears.....	@12½
Extra short ribs.....	@12½
Short clear middles, 60-lb. avg.....	@15½
Clear bellies, 15½@20 lbs. ....	@13½
Clear bellies, 14@16 lbs. ....	@13½
Rib bellies, 20@25 lbs. ....	@13
Rib bellies, 25@30 lbs. ....	@13½
Fat backs, 10@12 lbs. ....	@9½
Fat backs, 14@16 lbs. ....	@11½
Regular plates.....	@10
Butts.....	@3½

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs. ....	@27½
Fancy skd. hams, 14@16 lbs. ....	@28½
Standard reg. hams, 14@16 lbs. ....	@26½
Picnics, 4@8 lbs. ....	@21
Fancy bacon, 6@8 lbs. ....	@32
Standard bacon, 6@8 lbs. ....	@26½
No. 1 ham sets, smoked—	
Insides, 8@12 lbs. ....	@48
Outsides, 5@9 lbs. ....	@41
Knuckles, 5@9 lbs. ....	@45
Cooked hams, choice, skin on, fatted.....	@40
Cooked hams, choice, skinned, fatted.....	@41
Cooked hams, choice, skinless, fatted.....	@43
Cooked picnics, skin on, fatted.....	@27
Cooked loin roll, smoked.....	@27

## ANIMAL OILS.

Prime edible lard oil.....	@14½
Headlight burning oil.....	@13½
Prime W. S. lard oil.....	@13
Extra W. S. lard oil.....	@12½
Extra lard oil.....	@12½
Extra No. 1 lard oil.....	@11½
No. 1 lard oil.....	@11½
No. 2 lard oil.....	@11½
Acidic tallow oil.....	@10½
20 C. T. neatfoot oil.....	@18
Pure neatfoot oil.....	@14
Special neatfoot oil.....	@12
Extra neatfoot oil.....	@12
No. 1 neatfoot oil.....	@11½

## LARD.

Prime steam.....	@11.57½
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# Retail Section

## Best Temperatures to Use in Retail Meat Store Coolers and Cases

Temperatures play an important part in the retail meat store.

On the care with which the retail meat dealer watches and regulates the temperatures in his cooler and refrigerated display cases will depend, in large measure, the quality of the meats that will go over his counters.

Recently there has been collected some information on this subject from manufacturers and users of small refrigerating machines, coolers and refrigerated show cases. The results have been published in the form of recommendations for the most desirable temperatures to use under different conditions.

Retailers who are using electric refrigeration will find these recommendations useful for comparative purposes, and as a means of checking up their own practices in this respect.

### Associations Adopt Recommendations.

The investigation was conducted and the recommendations made by the Joint Commercial Refrigeration Committee. The temperatures recommended, the committee says, are considered practical and economical for use in the operation of commercial refrigerators equipped with mechanical refrigeration.

This committee is a joint committee composed of members of the Refrigerating Machinery Association, the National Trade Association of Ice Machinery Manufacturers, and the Commercial Refrigerator Manufacturers, the National Trade Association of Manufacturers of Commercial Refrigerators and Cooling rooms.

The recommendations of this committee have been unanimously adopted by all of the organizations mentioned above.

In preparing these recommendations, the committee made a careful survey of the situation and was guided to a large extent by the experiences of the manufacturers of refrigerators, refrigerating machinery and the users of refrigerating equipment.

The recommendations embody the best practices in regard to temperatures that the manufacturers of both refrigerating machines and refrigerators can offer based on their many years of experience in the production of such equipment.

### Aim is Better Service.

The sole purpose of the recommendations is to insure to the merchants the satisfactory and economical operation of their cooling equipment.

In the table shown below are the recommendations of the committee as to the most practical temperatures to be carried in commercial refrigerators and cooling rooms, when cooled with mechanical refrigeration.

### BETTER MEAT SHOP PRACTICES.

A series of recommendations calculated to aid retail meat dealers in improving their business along modern lines has just been issued in mimeograph form by the U. S. Bureau of Agricultural Economics. The report, entitled "Better Meat Retailing," is based upon a nation-wide survey of the retailing of meat, covering representative markets in 20 cities and towns, more than 1,400 stores being visited and 4,466 housewives interviewed.

The individual meat market, the report states, is fighting for existence, confronted by the extension of new agencies in retailing of meats. To meet this competition successfully, individual dealers must know more about the quality of meats, differences in grades of animals and meats, the value of cutting tests as a basis for determining prices, operating costs and modern merchandising methods.

### Many Failures in Retail Field.

"The path of the retail meat business is strewn with failures, due," the report declares, "to the lack of these essentials. Persons without experience in the retail meat business are soon disillusioned by bankruptcy."

"Retail merchants should require an apprenticeship period for everyone who contemplates entering the retail meat business on his own account, as a protection to the industry, the consumer and the individual.

"Methods of distributing meats have changed greatly during the past 20 years, largely because of changed living conditions. Old methods of retailing are out-of-date and to some extent obsolete. Yet many operators cling to antiquated merchandising systems and see their business diminish steadily in favor of chains and other operators who are awake to present-day demand."

The survey of the bureau proved shop posters to be an effective advertising medium, 75 per cent of housewives interviewed declaring that posters were most frequently recalled as the form of local meat advertising. Over 90 per cent of the housewives recalled some phase of price advertising when asked what they remembered about meat advertising by local stores.

Newspapers, handbills and circulars, and street car posters and motion-picture slides are recommended as other effective advertising mediums.

Fifty per cent of the consumers interviewed said they would stress quality in advertising if they were operating meat shops, 25 per cent said they would stress sanitary handling of meat, and less than one-tenth said they would use price as an advertising appeal. All successful retailers declared that the product offered must be as good as or better than advertised.

The publication, "Better Meat Retailing," covers many subjects in addition to advertising, including equipment, sanitation, quality of meats, records, inventories, cutting tests, turnover, sales volume, wages, management and selling practices. It can be obtained free upon request to the Bureau at Washington, D. C.

### PASS MEAT INSPECTION LAW.

A city ordinance passed recently by the city council of Evansville, Ind., calls for inspection of all slaughter houses within a radius of four miles of Evansville, and for local inspection of all meats unless federally inspected. A further provision states that no meats shall be sold in the city unless stamped by city inspectors. The bill, according to councilmen, was fostered by packing companies of Evansville in their efforts to stop the peddling of meats not subject in the past to sufficient inspection.

#### KIND OF COOLER.

KIND OF COOLER.	LOCATION OF THERMOMETER.	Temperature Degs. F. From To
Small market cooling room	Center of rear wall	38 45
Large storage cooling room	Center of rear wall	36 42
Grocers' refrigerators	Small lower compartment	42 48
Restaurant service refrig.	Small lower compartment	42 48
Restaurant storage cooling	Center of rear wall	38 45
Florist's refrigerator	Top	48 54
Top display case	Center of bottom	42 48
Floor display counter	Center of bottom	42 48
Floor display counter	Center of bottom	36 40
Floor display counter, heavy construction	Center of top shelf	44 48

May 18, 1929.

## THE NATIONAL PROVISIONER

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## TOLEDO RETAILERS' CLASSES.

The last vocational class meeting of the season, sponsored by the Toledo Retail Meat Dealers' Association, was held at the plant of the Home Packing Co., located in West Toledo at the Union Stock Yards. These classes, which were held monthly, grew more and more interesting as the season moved along and kept increasing in attendance, over 100 being present at this final meeting.

One of the speakers was host of the evening, Dan Starsky, who welcomed the guests and urged all to partake of lunch before leaving. Gus Williamson, director of the class, assisted by Fred Boysen, then took up a side of veal for a cutting demonstration, the results of which follow:

54-lb. side of veal @ 25c.....	\$13.50
3-lbs. shank .....	.35
5-lbs. R. shoulder @ 38c..	1.90
2½-lbs. breast @ 25c.....	.63
12½-lbs. chuck shoulder @ 35c .....	4.37
2½-lbs. breast @ 28c....	.70
7-lbs. rib loin chops @ 45c.	3.15
5-lbs. loin roast @ 45c..	2.25
7½-lbs. veal steak @ 55c..	4.12
3½-lbs. rump @ 28c.....	.98
3-lbs. boneless @ 38c.....	1.14
1-lb. suet kidney .....	.15
3-lbs. bone .....	—
Total .....	19.74

Gross margin ..... \$ 6.24

The subject of "How to Get a Customer into Our Market" was discussed generally, and methods of accomplishing this were noted as follows:

## QUALITY.

- Merchandise.
- Service.
- Personnel.
- Store appearance.
- Advertising.
- Knowledge.
- Delivery.
- Outside premises.
- Keeping friendships.

## PRICE NOVELTY.

- Window posters.
- Store posters.
- Direct mail advertising.
- Hand bills.
- Special sales.
- Motion pictures.
- Trade stimulators.

On closing this demonstration Mr. Williamson announced that the next season would open at Woodward High School Building on September 15 for a 16-week course. Two classes will be held, one for those who are advanced to be conducted by Mr. Williamson, and another class for beginners in charge of his assistant, Fred Boysen.

## NEWS OF THE RETAILERS.

Del Carman, Mooreland, Okla., will move his meat and grocery business to the new Knittel building.

C. J. Perry & Son have opened the Packing House Meat Market at 122 N. Broadway, Shawnee, Okla.

F. A. Williams has sold out his meat market at Spiro, Okla., to Roy Tobler.

B. Kier has purchased the meat and grocery establishment of W. H. Morris

at 212 East Grand Ave., Tonkawa, Okla.

Mr. Kehl has engaged in the meat and grocery business in the Woydzia building, Hancock, Mich.

Alex. Cybulski has purchased the meat market of Walter Rogowski, 2940 E. Division Ave., Detroit, Mich.

J. R. Taylor has discontinued his meat and grocery business at 109 N. Ottawa St., Sturgis, Mich.

Victor G. Peterson has engaged in business at Ione, Ore., as the Ione Cash Market.

Oliver J. McBee has retired from the Division Meat Market, 1394 Division St., Portland, Ore.

The Creston Market & Grocery, Creston, Wash., has been destroyed by fire.

Wm. Constantine has sold an interest in his meat business at 272 Yamhill, Portland, Ore., to Robert A. Sawyer.

Jack Hales has purchased the business of the Sinclair Meat Market at Klamath Falls, Ore.

George Schmitt has engaged in the meat business at 1005 Union Avenue, N., Portland, Ore., as the Highland Market.

Frank A. Saunders, Dubuque, Ia., meats, sold out recently to John Whalen.

Harold Cooper, Plymouth, Ia., meats, has sold out to George Clemmenson.

E. L. Barker and C. L. Mack will open a grocery and meat business at Detroit Lakes, Minn.

Dullum & Bardahl have opened a meat market at Farwell, Minn.

August Schroeder, Nicollet, Minn., meats, sold out recently to Arnold Sonday.

Robert Peers' meat business at Virginia, Minn., has been acquired by W. H. Wisdom.

Ed Bentson bought the Anderson meat market at Sioux Falls, S. D., recently.

Harry Wenzel, Marshfield, Wis., sold his south side meat market to A. D. Stengl recently.

The Premier Market Co. has purchased the meat business of Fay Bosworth and Edward Lake at Port Townsend, Wash.

Robert Fay, owner of several retail meat markets in Denver, Colo., has opened a new store on Denver-Golden highway, where he will serve chicken dinners and meat specialty lunches in addition to operating a meat market.

The Loop Market, Fifteenth st. and the Tramway Loop, Denver, Colo., formerly owned by the Loop Market, Inc., has been transferred to new owners. Herman Buhl, receiver for the market since December, will be in charge.

## WHY RETAILERS LOSE TRADE.

High prices, delays in store service and poor quality of goods offered were declared to be the three most important reasons why retail stores lose trade, according to a study made by the U. S. Department of Commerce.

Of all causes of lost business shown by a questionnaire survey recently completed by the School of Business Administration of the University of Oregon, poor salesmanship accounted for 48 per cent of the cases, managerial policy and methods for 41 per

## Retail Shop Talk

## STUDY YOUR BUYING SYSTEM.

Retailing today is not a hit-or-miss proposition. The dealer who profits most is the man who places himself in the most advantageous position for seizing his sales opportunities and cutting his costs. To do this it is necessary to analyze all the business factors which affect his policies and profits.

In buying his supplies, for instance, there are other things to be considered than price alone. Some of these things were outlined in a paper presented by D. C. Sowers of the University of Colorado before the recent 29th annual convention of the Retail Merchants' Association of Colorado, as follows:

- Study community requirements and changing trends in business, and be governed by this knowledge in your selections of merchandise.

- Study offerings of competitors, both as to quality and price, and keep suppliers fully informed on competitive price problems. Prepare lists of articles on which it is impossible to meet competition.

- Concentrate buying with as few suppliers as possible, in order to secure price concessions on volume purchases. Also, to secure good service on shipments, standard quality of merchandise and a minimum of time devoted to buying are necessary. Cooperate with suppliers in their plans for winning trade in your territory.

- Discount all bills for merchandise so as to secure lower prices.

- If you fail to secure the proper cooperation from regular sources of supply, either individually or in cooperation with other retailers, develop some buying method which will meet the situation.

- Maintain some form of stock control which will reveal obsolete or slow moving merchandise, and permit orders to be placed upon the basis of experience rather than guess-work. Control of purchases prevents overstocking and running out of stock. Use regular want slips for reporting articles out of stock and new items of merchandise called for.

cent, and unfair trade practices for the remaining 11 per cent.

This questionnaire lists reasons for ceasing to deal with individual grocery, drug or dry goods stores as follows: High prices, 14; delay in store service, 10; poor quality of goods, 10; indifference of sales people, 9; haughtiness of sales people, 7; errors, 7; over-insistence of sales people, 6; attempted substitution of goods, 6; tricky methods, 6; store arrangement or appearance, 6; wrong management policies, 6; misrepresentation of goods, 5; reluctance to exchange goods, 4; ignorance of goods, 3; poor advertising, 1; total, 100.

If meats get wet and slimy in your ice box, write to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

May 18, 1929.

## New York Section

### NEW YORK NEWS NOTES.

W. L. Byrns, hog shipper of Cleveland, O., visited New York for a few days recently.

J. A. Kerr, provision department, Armour and Company, is confined to his home with an eye affliction.

Frank T. Boyd, president, New Zanesville Provision Co., Zanesville, O., spent a few days in New York during the past week.

George C. Voltz, general superintendent of plants of the Jacob Dold Packing Co., was a visitor in New York during the past week.

W. E. Frost, Swift & Company, central office, New York, has been appointed manager of the 13th st. Market to succeed the late A. S. Hallenbeck.

Andrew Bruggner has been appointed supervising credit manager of Adolf Gobel, Inc., with which company he has been connected for 18 years.

Louis Frank, New York, wholesale meat dealer, is leaving for Europe on June 6 for an extended trip abroad. He probably will not return until October.

Walter Blumenthal, president of the United Dressed Beef Co., left New York on Thursday of last week to spend some time in Chicago and other western points.

The sympathy of the trade has been expressed to Henry Koehler, manager of the 14th st. branch of Wilson & Co., in the loss of his father, who passed away on May 10.

R. W. Howes, in charge of the sausage and casings departments, Swift & Company, Chicago, visited New York and the New Jersey plant before sailing with Mrs. Howes on the S.S. Reliance for an extended trip abroad.

Armour and Company have had the following Chicago visitors during the past week: P. L. Reed, treasurer; Lester Armour; Charles Eikel, plant superintendent; W. E. Seipp, sausage department, and W. G. Winkler, selected meats department.

Wilson & Co. have had the following Chicago visitors during the past week: H. O. Wetmore, George E. Myers, small stock department, and J. D. Cooney, legal department. A. T. Budgell, wool department, Boston, spent several days in New York.

The Monlan Process, Inc., a New York corporation, with offices at 25 Broad st., New York City, has been formed to manufacture and market a new process for making skinless frankfurters. The officers of the company are M. B. Monroe, president, and Jack Lann, vice-president and secretary.

The New York Butchers Dressed Meat Co. have had the following Chicago visitors during the past week: Lester Armour; Charles Eikel, plant

superintendent; J. D. Andrew, engineering department, and F. D. Green of the general superintendent's office who was formerly superintendent of the New York plant.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended May 11, 1929: Meat—Manhattan, 875 lbs. Fish—Brooklyn, 7 lbs. Poultry and game—Manhattan, 20 lbs.

The nominating committee of the New York Produce Exchange has announced the following candidates for election at the annual meeting to be held on June 3: For president, William Beatty; vice-president, Axel Hansen; treasurer, John E. Seaver, and for the board of managers, two years, Winchester Noyes, Samuel Knighton, Robert F. Straub, James J. O'Donohoe, Milton W. Lipper and Edward J. Wade. Directors who have another year to serve are Roger N. Black, Herbert L. Bodman, Louis Rosenstein, T. R. Van Boskerck, Arthur Dyer and F. E. Jackson.

The quarterly meeting of Stahl-Meyer, Inc., was held on Saturday, May 11, at which Mr. Neuman of the Meyer branch was chairman. A very interesting sales talk was given by Mr. Meyer, vice-president of the organization, after which Mr. Schmidt, president, presented a silver loving cup to the winners of the baseball contest, the Meyer branch being the victors. Refreshments followed the meeting and some piano and vocal selections were rendered by Mr. Braunstein of the Ferris branch. All of the participants are looking forward to the next get-together with happy anticipation.

A two-day conference of members of the Livestock, Meats & Wool Division, Bureau of Agricultural Economics, U. S. Department of Agriculture, was held in New York City on May 10 and 11. C. V. Whalin, in charge of the division, presided. The conference was attended by approximately 25 representatives of the division from Washington and the field offices from Chicago and Eastern markets, in addition to members of the staff of the New York State Department of Agriculture, Farms and Markets. The meeting was held to discuss market news service problems on commodities in which the division is interested. A banquet at the Hotel Lincoln concluded the conference, which was one of the most successful in recent years from the standpoint of results.

It was officially announced on May 12, by Nathan Strauss, president of Nathan Strauss, Inc., that the company had acquired one of the best known chains, consisting of 126 exclusive meat stores located in New York, New Jersey, Connecticut, Pennsylvania and Massachusetts. This acquisition brings under Strauss management the largest independent chain of meat stores in the United States.

By states, the new stores and ware-

houses are located as follows: New York: American Provision Co. and Kratt & Co. New Jersey: National Beef Co., Roth & Co., J. L. Byrne & Co., Arnold Market Co., and Malloy's Sanitary Market. Connecticut: National Market Co. and National Meat Stores Co. Pennsylvania: National Provision Co. Massachusetts: National Butchers Co., and the Guaranteed 10-20-30c Meat Shops located in Connecticut, Pennsylvania and New Jersey. The Roth Warehouse, Newark, N. J., will serve ideally the operations of the enlarged Strauss-Roth chain.

### AMONG RETAIL MEAT DEALERS.

The Brooklyn Branch on May 9 held a meeting which was specially advertised and well attended at its headquarters in the Butcher Bldg., Atlantic ave., Brooklyn. John Harrison spoke to the members, his subject being power of organization. Mr. Gore explained the new automobile insurance law, while Mr. Bossman of the South Brooklyn Branch discussed financial benefits and credits. Mr. Van Gelder gave an interesting talk on prices and profits, and Mr. Rosen presented a plan to finance the cooperative buying of meat by the retailers.

The business meeting of the Ladies' Auxiliary, held last Thursday afternoon, opened with one minute's silence in memory of Mrs. Gustave Schmidt. President Mrs. Charles Hembdt eulogized the deceased member whose charming personality had endeared her to all. As the next will be the last social meeting of the season, it will take the form of the annual luncheon and matinee. This will be on Wednesday, May 22, with luncheon at Gutfanti's. Other socials were also taken under advisement.

At the meeting of the South Brooklyn Branch, Harry Kamps rendered a report which showed that the ball recently held by that branch was a financial as well as a social success. Mr. Van Gelder rendered a report on the trip he and Mr. Bossman had made to New London, Conn., at the request of some retail dealers there who desired to form a new branch of the Association.

Mrs. Marie Ziegler, a past president of the Ladies' Auxiliary and wife of William Ziegler, a member of Ye Olde New York Branch, was seriously injured on Tuesday afternoon, when her motor car which she was driving was hit by a heavy truck. Mrs. Oscar Schaefer, who was also in the car, escaped without injury.

At the meeting of the Washington Heights Branch last week, President Charles Hembdt and Frank Kunkel were elected delegates to the convention of the State Association of Retail Meat Dealers, to be held in Niagara Falls on June 10-12.

George Anselm, the young son of Mr. and Mrs. George Anselm, was very happy last Saturday when he received first communion and congratulatory telegrams, letters and gifts.

Ye Olde New York Branch held its regular board of directors meeting last

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May 18, 1929.

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Tuesday evening, May 14, at which time Herman Hirschbaum, the president, presided.

Herman Kirschbaum, president of Ye Olde New York Branch, had a birthday on May 16.

Hortense Werden, the daughter of Mr. and Mrs. I. Werden, celebrated a birthday recently.

#### MEAT PRODUCT MERCHANTISING.

"Merchandising Packinghouse Products," a book recently published by the University of Chicago Press, is the latest contribution to the literature of the packing industry being developed by the Institute of American Meat Packers and the University of Chicago in cooperation.

This book was written by E. L. Rhoades, with the cooperation of a large number of sales executives associated with member companies of the Institute. Mr. Rhoades is assistant director of the Institute of Meat Packing, conducted by the Institute of American Meat Packers and the university of Chicago. He also is assistant professor of marketing in the School of Commerce and Administration at the University.

A recent Institute bulletin announcing the publication of the book to members quotes E. T. Filbey, director of the Institute of Meat Packing, as follows:

"In the preparation of the manuscript for this book Mr. Rhoades has had the fullest possible cooperation on the part of merchandising specialists in the industry, who have given freely of their time and who have brought to

the task a wealth of successful practical experience. The service of these men has made it possible to record in some detail the important merchandising practices of the industry in distribution of edible and inedible products.

"This book should be of value to anyone who desires a broader grasp of merchandising problems of the pack-

ing industry. It will be suggestive and helpful in connection with sales conferences, and when used with the Institute of Meat Packing training material it will serve as a basis for the training of salesmen."

Copies of this book may be purchased from the University of Chicago Press. The price is \$5.00.

## A. C. Wicke Mfg. Co.

### Complete Market Equipment



#### NEW YORK CITY

Main Office and Factory: 406 East 102nd St.

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Phone Atwater 0880 for all  
Branches

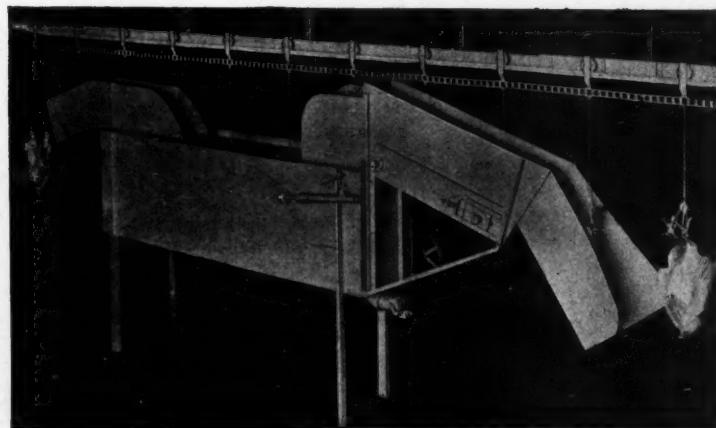
Bronx Branch:  
739 Brook Ave.

# Dressing Poultry?

## The BARKER SCALDING MACHINE

is adaptable to meet the varied requirements so essential to the successful dressing of poultry. The flexibility of the machine permits the handling of all ages of birds and scalding the correct number of seconds without stopping the machine. Automatic thermostat and balanced overflow keeps the water at the correct temperature and the right height in the tanks.

Scalding water pouring over the birds at the rate of 3,000 gallons a minute forces itself to the very roots of the feathers. This pressure forces the head straight down, prevents bloody crops



and eliminates the use of head weights.

Handles 516 birds per hour, produces more No. 1 birds, increases production 30% and greatly reduces labor costs. Send for catalog.

**BARKER PRODUCE EQUIPMENT CO.**

809 S. Madison St.

Ottumwa, Iowa

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	\$14.30@14.50
Cows, good	9.00@10.00
Cows, common and medium	7.00@9.00
Bulls, medium	8.00@10.00

## LIVE CALVES.

Veals, good to choice	\$15.00@17.00
Calves, medium	11.00@14.75
Calves, common lightweights	9.00@10.00

## LIVE SHEEP AND LAMBS.

Lambs, springers, good to choice	\$19.00@19.25
Lambs, clippers, choice	15.00
Lambs, clippers, common	8.00@9.00

## LIVE HOGS.

Hogs, 160-210 lbs.	\$ @11.50
Hogs, medium	@11.50
Hogs, 120 lbs.	@10.75
Roughs	@ 9.75
Good Roughs	@ 9.75

## DRESSED HOGS.

Hogs, heavy	17 1/2
Hogs, 180 lbs.	17 1/2
Pigs, 80 lbs.	18
Pigs, 80-140 lbs.	17 1/2

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	24	25
Choice, native light	25	26
Native, common to fair	23	24 1/2

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	22	23 1/2
Native choice yearlings, 400@600 lbs.	23	24
Good to choice heifers	21	22 1/2
Good to choice cows	18	20
Common to fair cows	15	17
Fresh bologna bulls	16	17 1/2

## BEEF CUTS.

	Western.	City.
No. 1 ribs	28	30
No. 2 ribs	25 1/2	26
No. 3 ribs	22	24
No. 1 loins	32	35
No. 2 loins	28	30
No. 3 loins	24	26
No. 1 hinds and ribs	25	29
No. 2 hinds and ribs	24	25
No. 3 hinds and ribs	23	24
No. 1 rounds	23	23
No. 2 rounds	20	22
No. 3 rounds	18	20
No. 1 chuck	20	22
No. 2 chuck	19	21
No. 3 chuck	17	18
Bolognas	17	18
Rolls, reg., 6@8 lbs. avg.	22	23
Rolls, reg., 4@6 lbs. avg.	17	18
Tenderloins, 4@6 lbs. avg.	60	70
Tenderloins, 5@6 lbs. avg.	80	90
Shoulder cloths	10	11

## DRESSED VEAL AND CALF.

Prime veal	31
Good to choice veal	28
Med. to Common veal	15
Good to choice calves	21
Med. to common calves	17

## DRESSED SHEEP AND LAMBS.

Lambs, prime	31	32
Lambs, good	30	31
Sheep, good	21	23
Sheep, medium	17	20

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	24	25
Pork tenderloins, fresh	55	60
Pork tenderloins, frozen	50	55
Shoulders, city, 10@12 lbs. avg.	18	19
Shoulders, Western, 10@12 lbs.	17	18
Butts, boneless, Western	26	27
Butts, regular, Western	21	22
Hams, Western, fresh, 10@12 lbs. avg.	25	26
Hams, city, fresh, 6@10 lbs. avg.	25	26
Picnic hams, Western, fresh, 6@8 lbs. avg.	16	17
Pork trimmings, extra lean	24	25
Pork trimmings, regular, 50% lean	13	14
Spareribs, fresh	14	15

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	25	26
Hams, 10@12 lbs. avg.	24 1/2	25 1/2
Hams, 12@14 lbs. avg.	23	24
Picnics, 4@6 lbs. avg.	17	18
Picnics, 6@8 lbs. avg.	16 1/2	17 1/2
Rollettes, 6@8 lbs. avg.	17 1/2	18 1/2
Beef tongue, light	32	34
Beef tongue, heavy	34	36
Bacon, boneless, Western	23	24
Bacon, boneless, city	21	22
Pickled bellies, 8@10 lbs. avg.	18	19

## THE NATIONAL PROVISIONER

## FANCY MEATS.

Fresh steer tongues, untrimmed	30c	a pound
Fresh steer tongues, l. c. trm'd.	42c	a pound
Sweetbreads, beef	70c	a pound
Sweetbreads, veal	\$1.00	a pair
Beef kidneys	20c	a pound
Mutton kidneys	11c	each
Livers, beef	40c	a pound
Oxtails	20c	a pound
Beef hanging tenders	30c	a pound
Lamb fries	10c	a pair

## BUTCHERS' FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4 1/4
Edible suet	@ 5 1/4
Cond. suet	@ 4 1/4

## GREEN CALFSKINS.

Prime No. 1 veals	10	2.00	2.30	2.50	3.55
Prime No. 2 veals	17	1.80	2.05	2.25	3.30
Buttermilk No. 1	16	1.65	1.95	2.15	3.15
Buttermilk No. 2	14	1.45	1.70	1.90	2.90
Branded Gruby	8	.85	1.00	1.20	1.75
Number 3					At value

## LIVE POULTRY.

Fowls, colored, per lb., via express	33	@35
Ducks, nearby	23	@25
Pigeons, per pair, via freight or express	30	@40

## BUTTER.

Creamery, extras (92 score)	43 1/2
Creamery, firsts (88 to 90 score)	41
Creamery, seconds (84 to 87 score)	39 1/2
Creamery, lower grades	38

## EGGS.

(Mixed colors.)

Extras, reg. pkd., dozen	32 1/4	@33
Extra firsts, storage pkd., doz.	32 1/4	@33
Firsts, storage pkd., doz.	31 1/4	@32
Checks	28	@29

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	36
Western, 48 to 54 lbs. to dozen, lb.	36
Western, 45 to 47 lbs. to dozen, lb.	35
Western, 36 to 42 lbs. to dozen, lb.	34
Western, 30 to 35 lbs. to dozen, lb.	32

Ducks—	
Long Island, prime to fancy.....	25
Western, dry pkd., prime to fancy.....	31
Western, dry pkd., prime to fancy.....	31
White, 11 lbs. to dozen, per lb.....	65
White, 9 lbs. to dozen, per lb.....	55

Fowls—frozen—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs., lb.	35
Western, 55 to 59 lbs., lb.	35
Western, 48 to 54 lbs., lb.	35
Western, 43 to 47 lbs., lb.	34
Western, 30 to 35 lbs., lb.	31

May 3	4
4	6
6	7
7	8
9	9
Chicago	43 1/2
New York	45 1/2
Boston	46 1/2
Philadelphia	46 1/2

May 3	43
4	42 1/2
6	42 1/2
7	42 1/2
8	41 1/2
9	41 1/2
Chicago	43 1/2
New York	45 1/2
Boston	46 1/2
Philadelphia	46 1/2

Total	143,419
138,703	
127,316	
3,027,212	
2,934,223	

Cold storage movement (lbs.):	
In	Out
May 9.	May 9.
May 10.	
	Same week-day last year.

Chicago	201,997
New York	74,506
Boston	19,423
Philadelphia	18,384

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